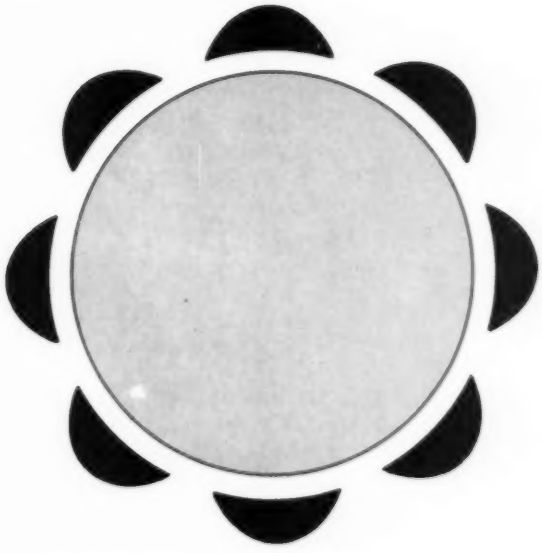
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 31, 1967

THE KENNEDY ROUND



International Trade Winds Newsletter

Company News

BANKING—Bank of America, San Francisco, opened four new overseas branches during July. An office in San Pedro Sula, Honduras, became the bank's second branch in that country. A new branch in Bogota, Colombia, the first for the Bank in that nation, brought the total of Bank of America Latin American offices to 21. New branches were also opened in Zurich, Switzerland, and Munich, Germany, the 11th and 12th European offices. B. of A. has now opened a total of 14 new foreign branches this year, and now has direct representation in 55 countries and territories.

PLANNING—Chile's southern trade gateway, the seaport of Puerto Montt, has become the first city in that country to adopt a comprehensive socio-economic general plan aimed at building industry and confronting the need for housing developments and urban renewal. Wilsey & Ham, San Mateo, California-based engineering and planning firm, is the first company to inaugurate this kind of planning concept in Chile. The plan took nine months to complete and is projected to the year 1980.

MARKETING—The 3M Co., St. Paul, Minn., has established its 41st international subsidiary, Minnesota (3M) Malaysia, to handle the firm's sales in Malaysia. The new company, to be headquartered in Kuala Lumpur, will operate initially as a branch of Minnesota (3M) Singapore, another subsidiary of the U.S. parent company. The Malaysian company is the fourth 3M subsidiary in the Far East. Others are in Hong Kong, Manila, and Singapore.

FINANCE—A group of fifteen American and European banks has formed a new company to provide medium-term capital financing in Europe. The new firm, Compagnie Internationale de Credit a Moyen Terme, S.A., Lausanne, Switzerland, will specialize in loans of two to five year maturities, a form of credit not widely available in Europe. Bankers Trust Co., New York, and Banque de Suez et de l'Union des Mines, Paris, have organized the undertaking with the participation of The American Express Co., Inc., New York, and Swiss, French, Belgian, Luxembourg, German, Norwegian, Italian, British, and Swedish banks.

Purchase of about $660,000 in U.S. industrial and transportation products by one Brazilian firm resulted from items in the World Trade Opportunities section of this magazine last fall. More than a dozen agency agreements were also signed. Also, a Dutch firm bought $15,000 worth of U.S. meat products from another reader of our Trade Opportunities. He reported more than 15 responses to his published announcement.

By dawn's early light Baltimore harbor this month witnessed another historic occasion. A Sea-Land containership arrived to inaugurate the new $4 million container cargo terminal built by the Canton Co., which will eventually have as many as seven berths for European, Caribbean and coastwise service. Meanwhile, at Baltimore's Dundalk terminal the first of as many as five berths is being modified for container use.

Attention, U.S. builders of trash crushers and compacting units. The U.S. Embassy in Bonn, Germany, is passing along an exhibit offer that may lead to market possibilities in view of Germans' rising use of disposable metallic, plastic and glass containers. Send sales literature to Commercial Counselor, American Embassy, Bonn, if your firm would like to use the Bauschau Bonn permanent building materials exhibit to reach this market.

Note the new "Highlights of U.S. Export and Import Trade," published by the Census Bureau. It combines the statistics of several former Census publications. Goal is to have data available about 30 days after close of reporting month—lag is now about six weeks. A single copy is 50 cents; annual subscription, $4.25. Write Supt. of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Planning a business itinerary for Spain? Don't miss Asturias, is the advice to American businessmen from U.S. Ambassador to Spain Angier Biddle Duke. Businessmen who limit themselves to the principal commercial and industrial centers, Madrid and Barcelona, are overlooking excellent opportunities, says the envoy, who has been in Spain since 1965. Asturias, one of Spain's northernmost provinces, is a center for mining and heavy industry, has fertile farmlands, and provides tourist resorts.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

What the conclusion of the GATT Kennedy Round negotiations means for U.S. exporters is the subject of 17 special reports in this issue, beginning on Page 2. After an overall assessment, individual reports on tariff concessions cover the following: the EEC as a unit, France, Germany, Italy, Belgium-Luxembourg, the Netherlands, the United Kingdom, Sweden, Norway, Denmark, Finland, Austria, Switzerland, Canada, Japan, and Latin America.

July 31, 1967

Volume 73
Number 31

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

Special Report

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Big traders led GATT cuts

Concessions to U.S. by major Kennedy Round participants covered $7.7 of imports

BY ALLEN H. GARLAND

Office of Commercial and Financial Policy, BIC

The Kennedy Round surpassed, in scope and effect, all of the five preceding negotiations under the General Agreement on Tariffs and Trade (GATT).

GARLAND

Statisticians are still calculating the extent to which the foreign trade of the free world will be effected by the Round's tariff cuts. Broad estimates have been made that $40 billion of the free world trade will be subject to tariff concessions in this agreement.

Ten of the world's largest trading countries participated in the Kennedy Round on a 'linear' basis, that is, they agreed in principle at the outset to reduce each rate line in their tariff by an agreed percentage, with 50% set as the target, with exceptions from the linear reduction to be held to a bare minimum. These ten were: the European Economic Community acting as a unit, Austria, Denmark, Finland, Norway, Sweden, Switzerland, Japan, the U.K. and the U.S.

Canada participated, on agreement of the other participants, as a country with special trade problems and agreed to grant reciprocity for concessions received but not on a linear basis.

Altogether over 50 countries participated in one form or another, but the chief negotiating countries were limited to those mentioned above.

However, Israel, New Zealand, Portugal, Spain and South Africa also concluded significant agreements.

Greece and Turkey participated on the basis of their Association agreements with the EEC.

Argentina, Iceland, Ireland and Poland negotiated for accession to the General Agreement in the Kennedy Round and signed protocols of accession at the end of the Kennedy Round. Yugloslavia and Korea, which also negotiated for accession in the Kennedy Round, completed negotiations earlier and became GATT contracting parties in July 1966 and April 1967, respectively.

Ten developing countries submitted offer lists (Brazil, Chile, Dominican Republic, India, Jamaica, Korea, Malawi, Peru, Trinidad and the United Arab Republic). Another nine countries, while not offering tariff reductions, tabled a statement of contribution.

The United States, in both its multilateral negotiations with the linear countries and bilateral negotiations with others, concluded agreements with all of the countries mentioned in the preceding paragraph except the United Arab Republic and the nine countries filing statements of contribution.

In its negotiations the United States reduced duties on $7.9 billion of its imports from all countries, bound existing rates on $150 million and bound another $400 million in a duty-free status.

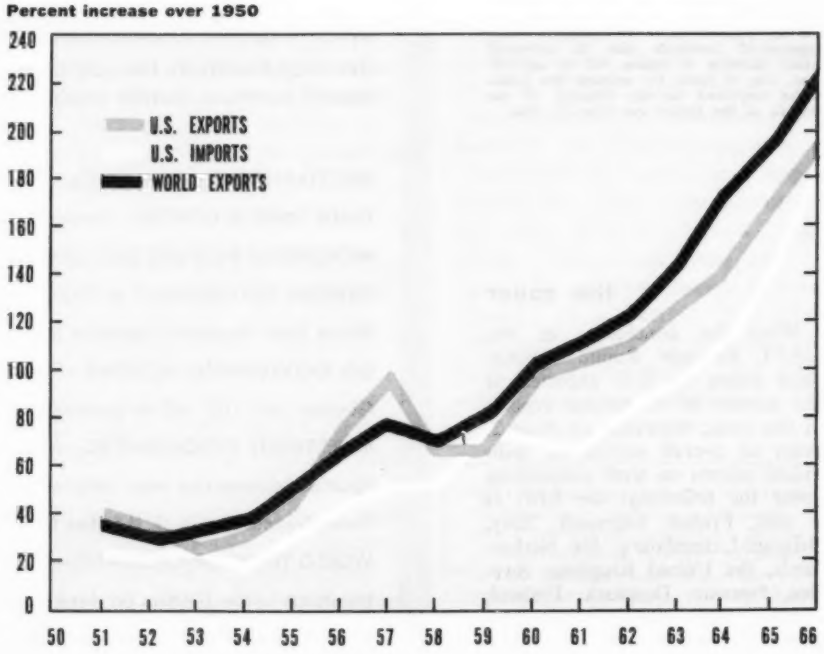
Total U.S. concessions to all GATT participants covered $8.0 billion of U.S. 1964 imports. U.S. concessions to the major GATT participants (linear countries plus Canada) covered $6.7 billion of U.S. 1964 imports, of which $6.4 billion consisted of duty reductions.

Concessions to the U.S. by all other participants covered $8.1 billion of 1964 imports from the U.S. Concessions by the major participants were comparable to those of the U.S., covering $7.7 billion of their 1964 imports from the U.S., including duty reductions on $6.8 billion.

The target of a 50% reduction in existing rates set by the Ministerial resolution of May 1963 was met for a great portion of the industrial sector and for some agricultural products. It did not hold for textiles and steel and most agricultural products and for some major industrial products such as steel.

For the first time in a major trade negotiation, efforts were made to eliminate non-tariff barriers to trade. Agree-

Trade in the GATT years: growth rates soar



ment was obtained on international rules on dumping and progress was made in negotiating on several other non-tariff barriers.

As expected, negotiation of non-tariff barriers proved to be difficult, since such barriers are usually incorporated in legislation which requires action by national legislatures. It would appear, however, that the successful negotiation of dumping has led participating nations to believe that more progress in elimination of non-tariff barriers is possible and further activity is anticipated.

Generally, all participants in the Kennedy Round will make their tariff reductions effective in five equal installments over four years and one day. Jan. 1, 1968 is the target date for the first reduction and those countries not able to meet that date will place two of their five installments in effect on July 1, 1968.

The first stage of the U.S. reductions will be made on Jan. 1, 1968 and the last on Jan. 1, 1972. However, should one of the participants be unable to implement its concessions on schedule, the U.S. and others may delay implementation of some of their concessions until the country in question takes appropriate action.

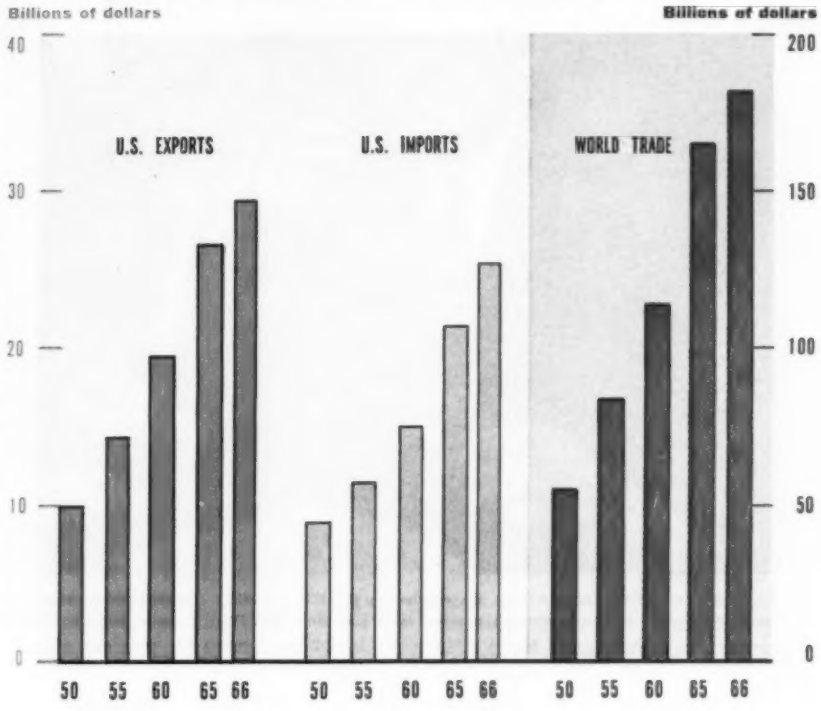
GATT countries agreed to hold the Kennedy Round in their Resolution of May 21, 1963. Participating nations spent a year preparing for the beginning of negotiation on May 4, 1964. Much of this time was devoted to discussion of the 'tariff disparity' issue which was eventually settled in the Kennedy Round by the U.S. and U.K. allowing the EEC to use its disparity rule as partial exceptions in certain cases but compensating for it in the general balance.

Though negotiations were officially begun in May 1964, lists of exceptions to the general 50% reduction for industrial products were not exchanged until November 1964. Offers on agricultural products, instead of exceptions, were not tabled until the spring of 1965.

17-article section

The 16 articles that follow this overall assessment by Mr. Garland were prepared by country desk officers of the Bureau of International Commerce's Office of International Regional Economics. An article summarizing U.S. concessions in the GATT Kennedy Round was published on Pages 2-7 of the July 10 issue.

Trade in the GATT years: value triples



Confrontation and justification of industrial exceptions began in January 1965 and the multilateral bargaining began thereafter.

Negotiations with the EEC were halted abruptly with the internal crisis of the EEC in mid-1965, and were resumed in early 1966 when the dispute was settled.

Multilateral and bilateral talks continued into 1967, with the chief issues of dispute remaining virtually unchanged from 1964. These were the treatment of agriculture, the chemical sector and the ASP problem, problems of the steel sector, and textiles (in which extensions of the Long Term Agreement was a large factor).

U.S. officials expect that the Kennedy Round will result in a significant increase in world trade among all countries. The increase in Europe will probably be sharper since the reductions in barriers to the growing trade between the EEC and EFTA countries will probably have more effect on competition than elsewhere. Reduced duties should also help other nations from the developed and underdeveloped world increase their trade with Europe.

In the United States, an increase in exports is anticipated because of the varied nature of our multiproduct economy and the technological progress that keeps U.S. products ahead of most others in world markets. It is anticipated that the modest reductions in the heavy import volume products such as steel and textiles will generally have very little influence on the inflow of such products.

Many other products on which the U.S. granted tariff concessions are not produced domestically or supplement domestic supplies.

In the hard core area where imports are causing difficulties for the domestic industry, the products in question were reserved from negotiation. In cases where it was judged a full 50% reduction would increase imports to a point where the industry would be affected adversely, the items were reserved from negotiation or subjected to modest reductions.

The significance of any concession granted in the Kennedy Round will be affected, of course, by the degree to which tariff cuts are passed along to the ultimate consumer. This factor is difficult to estimate and will depend on a number of supply and demand developments over the next five years.

The staging of concessions over four years and one day will also provide time for gradual adjustment to any price changes due to tariff reductions.

NEGOTIATORS FACE THE CAMERA near the concluding point in gruelling three-year effort which produced history's greatest tariff cuts. From left, W. Michael Blumenthal and William Roth of the United States, Alan H. Westerman of Australia, Jean Rey of the EEC, and Finn Gundelach of GATT.

EEC cuts to help U.S. over 'wall' surrounding present six members

Concern over Common Market's effect on external trade was major factor bringing Americans to Kennedy Round

Concern as to the effects on American business of European integration was one of the principal factors in the U.S. decision to undertake the Kennedy Round. The European Economic Community was freeing trade between its six members while consolidating a tariff wall around the entire Community. In response to the reductions in internal tariffs as well as to other stimuli, intra-ECC trade has tripled since 1958, while ECC imports from outsiders have not quite doubled. The Kennedy Round cuts should enable the outsiders to arrest this trend.

The process of arriving at the Common External Tariff (CXT), which will be completed the same time as the internal tariffs are eliminated on July 1, 1968, generally means raising the relatively low tariff schedules in Germany and the Benelux countries and lowering the higher French and Italian duties. In most cases the alignment process is being done in three stages, two of which, equivalent to a 60 percent approximation, have already taken place. The third, scheduled for July 1, 1968, will coincide with the EEC's initial implementation of the Kennedy Round reductions. At this time the EEC will bring into effect a two-fifth Kennedy Round reduction. The remaining three-fifths will be accomplished in three equal installments on January 1, 1970, 1971, and 1972. Thus, the impact next year of the Kennedy Round tariff cuts will be sharper in France and Italy than in the other EEC countries, where 58% of tariff positions are still below the CXT rate.

The EEC and ASP

Since the CXT was arrived at by averaging the duties of the member-states, it does not have the peaks and troughs characteristic of most national tariffs. While three-fourths of the tariff positions for industrial products are duty-free or subject to duties below 16 percent, there are some 900 higher duties. Nearly 250 of these rates are levied on chemicals and allied products. In this sector the EEC will make a great many full 50 percent reductions on the condition that the United States abolishes the American Selling Price (ASP) system of levying the duty rate against the U.S. selling price of the competitively produced domestic product instead of against the foreign invoice value of the imported product.

The agreement governing chemicals is in two parts, the first of which is an integral part of the Kennedy Round and involves unconditional EEC reductions on tariff items accounting for 97 percent of its dutiable imports from the U.S. ($465 million in 1964). Most duties will be reduced by 20 percent, although a few items will be reduced 30 or 35 percent, and others less than 20 percent. The second part is conditional upon the enactment by the United States Congress of legislation eliminating ASP on certain benzenoid chemicals and a few other products. Thereupon the EEC will place into effect the remaining portion of their reductions with the result that the combined EEC reduction on chemicals will amount to about 46 percent and virtually all its chemical rates will be at 12½ percent or below. As a further concession in the second package Belgium, France and Italy will liberalize the discriminatory aspects of their road tax systems which

have hurt imports of large U.S. cars.

In addition to having a CXT, the EEC has a Common Agricultural Policy (CAP), which in effect replaces the national systems of protection on agricultural products with a Community system. For the products covered, tariffs are replaced by a system of variable levies. Generally speaking, the amount of the levy represents the difference between the world market price, at which the goods are offered at the Community frontiers, and the price which the Community has set for intra-Community trade. Under this system, if Community production increases in response to high internal prices, imports tend to be a "residual", meeting only needs not filled by domestic production. The common market for the most important farm product—grain—has just gone into effect. By July 1, 1968, the CAP will be effective for most of the farm products in question.

Preoccupation with CAP

The EEC's preoccupation with establishing the CAP, as well as the nature of the CAP itself, inhibited the Geneva negotiations on agriculture. As a substitute for the conventional means of trade liberalization, a world grains arrangement guaranteeing higher minimum trading prices and establishing a world food aid program was negotiated, whereby the EEC will join the U.S. and other nations in providing 4½ million tons of cereals to the undernourished people in the less-developed countries. The EEC made significant cuts in tariffs on products not subject to the CAP and with a trade value to the United States of over $220 million. Among the items affected are leaf tobacco, dried vegetables, fruits and nuts, and citrus fruits.

Of total industrial imports from the United States of $4.6 billion (1964), the EEC will make duty reductions averaging 33 percent on $2.5 billion. In addition to the aforementioned reductions on chemicals, the cuts on duties on machinery, electric as well as non-electric, are especially significant and should prove of real benefit to American exports.

Country reports follow

Statements on individual EEC countries (France, West Germany, Italy, Netherlands and Benelux) follow herein. The Kennedy Round tariff rates noted are concessions made by the Community as a whole on CXT rates, not concessions by the individual member countries from their own rates. As indicated above, the CXT will be fully in effect when the EEC implements the first two stages of the Kennedy Round cut on July 1, 1968.

France's recent heavy imports from U.S. make cuts noteworthy

Lowering of duties will begin July 1, 1968; American export opportunities exist in chemicals, machinery and instruments

The tariff concessions granted by the EEC in the Kennedy Round are of major significance for future U.S. exports to Europe. Among the EEC countries, France, a major market for U.S. goods, merits special attention by U.S. traders. French imports from the United States—$1.2 billion in 1966—have almost doubled within the last ten years. The EEC tariff concessions cover approximately 75%-80% of the $1 billion of French non-agricultural imports from the United States. Almost three quarters of the effective French tariff rates on imports from non-EEC countries are higher than the corresponding CXT rates. Thus in the majority of cases, the actual reductions in the present French customs duties will exceed the percentages of reductions accorded by the EEC in the Kennedy Round.

In the case of France, the final alignment with the CXT and implementation of the first two Kennedy Round cuts will mean a significant lowering of many duty rates on July 1, 1968. For example, the French customs duties on refrigerators are presently 12%, the full CXT rate is 10%, and the concession rate 5%. The first reduction on July 1, 1968 will be from 12% to 8%. In the next three steps the duties will be reduced to 7%, 6%, and finally to 5%.

Full implementation of the Kennedy Round concessions will make impressive reductions in duty rates on many products imported into France. The following examples give a comparison of the CXT rates or ranges of duties on selected products with the rates reflecting the full Kennedy Round concessions. The latter are shown in parentheses. The EEC concession rates on chemicals reflect the ASP package.

Canned salmon 16% (13%); concentrated solutions of essential oils 9% (4.5%); organic surface-active agents 15% (7.5%); epoxy resins 18% (9%); polyvinyl acetate 15% (7.5%); tar-coated paper 14% (12%); synthetic monofil strip 13% (9%); synthetic knit fabrics 16% (13%); foundation garments 17% (8.5%); metal-cutting band saw blades 12% (9%); outboard motors 13% (11%); bulldozers and excavators, under 160 tons, 12% (11%); refrigerating equipment 10% (5%); packaging machinery 10% (5%); addressing machines 13% (6.5%); accounting machines 11% (5.5%); certain boring machines 7% (3.5%); electro-erosion and supersonic machine tools, not automatically controlled, 6% (3%); electric motors, generators and converters 10%-14% (5%-8.5%); electric hand tools 14% (7%); electric switchgear 11%-13% (5.5%-8%); electric cables 14% (11%); movie cameras 13% (10%); electronic microscopes 12% (9%); densimeters 14% (10.5%); thermostats 12% (9%); physical and chemical analysis equipment 13% (10%).

A brief analysis of the possible impact of the Kennedy Round on U.S. exports to France indicates that substantial opportunities for U.S. trade exist in the following major categories:

Chemicals and Allied Products—Imports from the United States, $155 million (1966), are almost totally covered by concessions. U.S. gains in the rapidly expanding French chemicals market should be significant, with increased potential if the ASP is repealed. This would probably lower the CXT on chemicals generally ranging from 9%-18% to a level of about 5% to 10% (excluding a number of items on which the duties are somewhat lower or higher).

Nonelectrical machinery—A very high proportion of the $247 million of

Antidumping Agreement

The GATT Antidumping Agreement negotiated as part of the Kennedy Round is available for inspection in each of the Department's Field Offices. Single copies of the Agreement may be obtained from the Office of the Special Representative for Trade Negotiations, 1800 G Street, N.W., Washington, D.C. 20506.

LEADING PARIS DEPARTMENT STORE displays U.S. textile products during America Weeks. Many French imports will now receive notable duty concessions.

1966 French imports of machinery is covered by concessions. The CXT rates generally range from 10%-18%, the EEC concession rates range from 5%-9%. No concessions have been granted by the EEC on electronic computers and automatically-controlled machine tools.

Electrical Machinery—Eighty percent of French imports from the United States, which totaled $110 million in 1966, are covered by concessions. Significant tariff reductions on products in this category should enhance further penetration of the French market by U.S. manufacturers. The CXT rates generally range from 11% to 18%, the concession rates from 7% to 14%. There are no concessions on semiconductors.

Instruments and Photographic, Optical and Horological Products—French imports from the United States of $81 million (1966) are almost totally covered by concessions. The CXT in this broad category generally vary from 10% to 19%. The implementation of the Kennedy Round concessions will result approximately in a range of duties from 5% to 13%. These reductions should favor expansion of U.S. exports of many items.

Fairly good prospects

Fairly good export prospects should result from the Kennedy Round for products such as: certain canned goods; rubber and rubber products; pulp and paper products; fabricated steel products; hand tools; certain textiles and clothes; audio equipment; electronic musical instruments; toys and games; and passenger automobiles. The duty on automobiles will be reduced from 22% to 11%. If ASP is repealed, France will modify its discriminatory road taxes on automobiles which limit exports of U.S. cars.

German import duty cuts should ease U.S. path in $18 billion market

Duties cut 50% on most industrial and electrical machinery; chemical cuts average 20%; most aircraft, 50%; textile items, 25%

Germany is one of America's largest foreign markets. In 1966 Germany imported $18.2 billion worth of merchandise, of which the United States furnished $2.3 billion. The import duty reductions obtained from the CXT rates should make it easier for American exporters to sell in Germany.

Machinery—Germany imported nearly $1.2 billion in industrial machinery in 1965, of which the U.S. supplied about 21%. Duty cuts on such machinery, with only a few exceptions, will be 50%. Some of the larger categories of machinery which the U.S. exports to Germany, and for which deep cuts will be effected, are: excavating and earth-moving machines (to rates ranging from 3.5 to 11%); textile machinery including spinning and preparatory machines (to 5%); sewing machines and parts (to 6 and 9% respectively); metalworking machines (except numerically controlled machines) (to 3%); pumps, sprayers, and atomizers (to 6%); engines and motors (to rates ranging from 5 to 7%); air conditioning and other cooling equipment (to rates ranging from 5 to 8%); and handwriting verification machines (to 6.5%).

Other tariff concessions cover items in which it appears that the U.S. may have good market prospects include the following: materials handling equipment; packaging and filling machines; bundling machines; and special purpose engines, including gas turbines, turbo-jets, and parts. Most cuts will be 50%; the new rates will range from 3 to 7%.

Electrical imports

Germany imported over half a billion dollars worth of electrical machinery and parts in 1965, of which the United States provided 18%. Concessions on these items will range from 25 to 50%, with most cuts at 50%. Major imports from the United States are: electric office machines, including calculators and keypunch machines (to rates ranging from 5.5 to 7%); automatic vendors (to 5%); current regulators (to 5%); spark plugs (to 9%); radio broadcasting equipment (to 7%); circuit-making and breaking gear (to rates ranging from 5.5 to 8%); telecommunications equipment (to 5.5%); electrical transmission equipment (to 5.5%); transistors (to 6.5%); tubes, including diodes (reductions of 22 to 50% to rates of 6.5 to 11%); photo cells (to 6.5%); cyclotrons and other particle accelerators (to 5.5%); and electric conductors (reduced from 14% down to 11%).

Fifty percent duty reductions were also

secured on mowing machines and a number of other farm implements. Most new rates will be 4.5%.

Chemicals—In value, another of the largest groups of U.S. exports to Germany is chemicals. Germany imported chemicals and chemical products valued at $840 million in 1965, of which the United States supplied 24%.

Possible future cuts

In the chemical sector, tariff concessions amounted to a weighted average of 20%. Possible future tariff cuts of 30% are contingent upon United States elimination of the "ASP" valuation system. The following are illustrative of products on which concessions were granted. CXT rates are stated in parentheses.

Major inorganic chemical exports to benefit from reductions are carbon black (4%); non-sodium borates (6 to 15%); and ferrophosphor (6 to 14%).

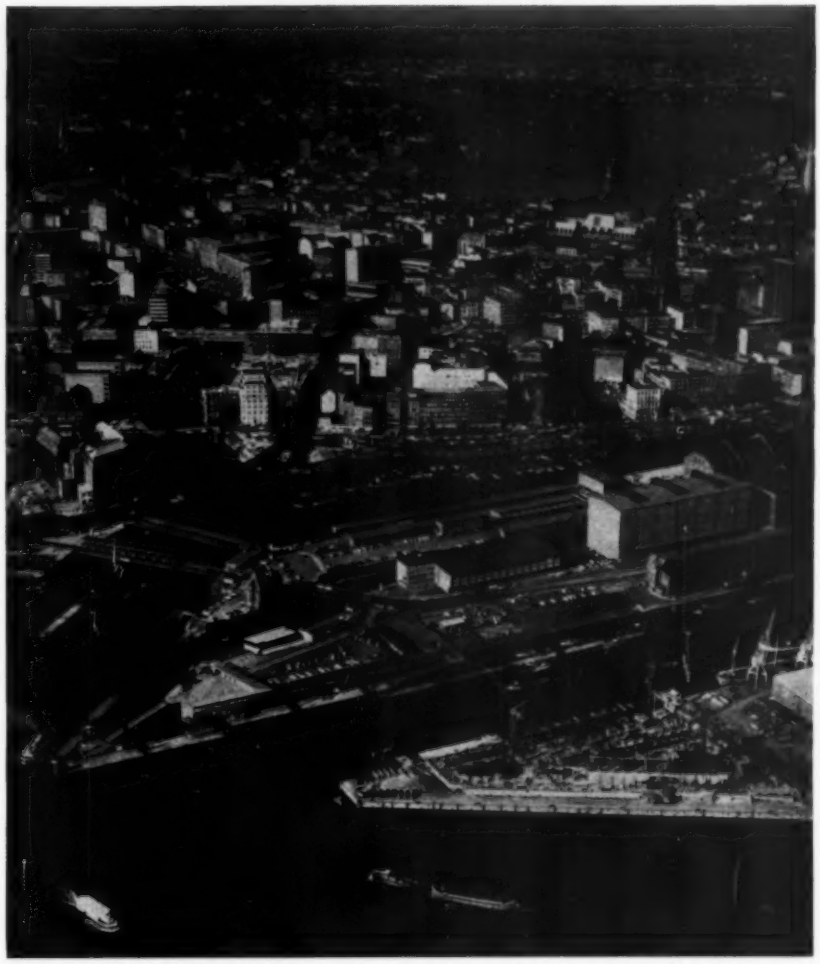
Chief organic chemicals and compounds granted tariff concessions are acrylic hydrocarbons (25%); refined benzene (25%); several types of refined xylene, styrene, ethylbenzyne, and isopropylbenzene (8 to 20%); bromides (23%); polybromides (23%); ethyl alcohol (18%); nitrile function compounds (17%); lactams and other heterocyclic compounds (12 to 25%); certain types of hormones (11 to 17%); and antibiotics (10 to 21%).

Aircraft duties down

Aircraft—Germany imported aircraft and parts valued at $145 million in 1965, 70% supplied by the United States. Finished airplanes made up by far the greater share of the U.S. trade. The duties on power-driven aircraft, except those weighing under 2,000 k.g. and helicopters, were cut 50% from the 10-11% level.

Optical, scientific instruments—In 1965, Germany imported $209 million in scientific instruments, and photographic, optical and horological products. The U.S. share was nearly 23%. Most reductions in this area will be 30 to 50%. This group includes some measuring, testing and control instruments (reduced 50% to 6.5%); governors and attachments (reduced from 13% to 10%); electromedical instruments (cut from 13% to 8%); aeronautical instruments except compasses (cut from 14% to 8.5%); apparatus and equipment for photo laboratories (from 11% to 7%); reproduction appliances (from 18% to 13%); and several types of films, most of which were cut by 50% to a new rate of 8%.

Semifinished products—Duty-free treatment of most synthetic rubber items will be bound in the tariff. Duties on castings and tubeless tires will be cut 50% to 7.5%; and soft synthetic rubber wares will be cut 66% to a new rate of 6%.



REDUCED TARIFFS SHOULD RESULT IN BUSY TRAFFIC at the Port of Hamburg, which is Germany's largest. Lower tariffs should help U.S. goods compete more effectively with Germany's EEC partners.

Concessions on textile items such as polyamid threads and artificial filament will average 25%. New rates will be 8.5 and 9%.

Duties on stone, clay, and glass products will be reduced by an average of 45% (new rates of interest to the U.S. will be 4%); mineral products by an average of 25%; lumber, wood and allied products by an average of 45%.

Pulp to be bound

Most pulps for making paper will be reduced by 50%. The duty-free treatment of cotton linter pulp will be bound in the tariff. Most paper and paperboard items, including kraftliner, will be reduced by 25% to a new rate of 12%.

Tariffs on copper rods and sheets as well as raw magnesium alloys will be cut by 20% to a new rate of 8%. Reductions of 30 to 50% were obtained on cutting, punching, and forming tools (new rates will be in the 6 to 7.5% range); a 35% reduction has been obtained on packing materials made of metal (the new rate will be 8.5%). Duties on steel cans will be cut by 50% to a new rate of 7%.

New food rates

Other products—Reductions on canned foods and juices will be from 8 to 20%, with cuts on processed foodstuffs averaging 15%. New rates of interest to the United States will range from 17 to 22%.

Duties on gems and precious metals will be cut in half—to 1 and 2% rates. Footwear and leather products will be cut by an avearge of 40%; boats and railroad transportation equipment by an average of 47%; and many toys by 50% to rates ranging from 16 to 19%.

Italy's rate cuts may increase U.S. 12% market share

Machinery, scientific instruments, chemicals obtain reductions

The United States is one of Italy's three major suppliers. In 1966, U.S. exports to Italy totaled about one billion dollars with a U.S. market share of about 12 percent. In view of the fact that the other two major suppliers are members of the European Economic Community, where internal duties will be abolished by June 30, 1968, U.S. trade should benefit from the narrowing of the gap in duties that were the result of the Kennedy Round.

Machinery—Concessions were obtained on many types of goods involving nearly $200 million of U.S. exports to Italy in 1966. The United States supplies Italy with about 20% of its imports in this category; Germany, France and the United Kingdom account for most of the remainder. The duty reductions from the CXT rates on these items will average nearly 50%.

Interest to U.S.

Of particular interest to U.S. exporters will be the reductions from the CXT in the following items: many types of steam power units (to 5%); internal combustion engines (to rates ranging from 4 to 14%); pumps and centrifuges (to rates ranging from 4 to 9%); excavating machinery (to rates ranging from 3.5 to 11%); machine-tools for metalworking (to 3%); rolling mills (to 5.5%); comptometers (to 5.5%); automatic vending machines (to 5%); fitting appliances for pipes and tanks (to 6.5%); ball and roller bearing (to 9%); electric generators and motors (to rates ranging from 5 to 8.5%); electric starting and ignition equipment (to rates ranging from 7 to 10.5%); apparatus for radio and television broadcasting (to rates ranging from 7 to 14%); and electrical apparatus for making, breaking and protecting electrical circuits (to rates ranging from 5.5 to 8%).

Other machinery items where concessions are likely to be of importance to U.S. exporters in the future are: machinery for making or finishing cellulosic pulp, paper or paperboard (to 5%); bookbinding machinery (to 4.5%); type-setting machinery (to rates ranging from 5 to 6.5%); and printing machinery (to rates ranging from 4 to 6.5%.)

AMERICAN PRODUCTS ARE DISPLAYED in the downtown Palermo store of UPIM, one of Italy's main retail chains. Many consumer goods received concessions at the recently completed Kennedy Round.

Chemicals and allied products—Concessions were obtained on a number of products in this category, which was a market for U.S. goods of over $80 million in 1966. In the group as a whole, tariff concessions amounted to a weighted average of 20%. Possible future tariff cuts of 30% are contingent upon Congresional elimination of the ASP valuation system. Modification of the discriminatory aspects of the Italian road-use taxes are also tied to elimination of ASP. The following are illustrative of products on which concessions were granted. CXT rates are stated in parenthesis.

The U.S. is a major supplier in the Italian market of a number of organic chemicals and compounds, including hydrocarbons (6 to 25%). Other products where the U.S. is a major supplier but shares the market with Germany, France and the United Kingdom are: polyacids and derivatives (12 to 19%); nitrogen-function compounds (17%); heterocyclic compounds (12 to 25%); some hormones (11 to 17%); and antibiotics (10 to 21%).

The United States is a large supplier of pharmaceutical products, mainly medicaments containing antibiotics (12 to 34%). Duty reductions on these items should benefit U.S. exporters considerably.

Scientific and other precision instruments—Duty cuts averaging nearly 40% will go into effect on several items in this category. The United States supplies Italy with nearly 20% ($25 million per year) of its imports of scientific instruments and photographic and optical products. France and Germany are the other major suppliers in the photographic and cinematographic fields. The average duty cut in this group will be about 50%. Concessions were obtained on the following items of importance to U.S. manufacturers: various types of film (cut 50% to 8%); sensitized paper, paperboard and cloth (cut to 9%); and chemical products and flash light apparatus used in photography (cut to 6%).

Cuts average 30%

The concessions obtained in optical, measuring, medical and other scientific instruments average about 30%. Items of interest to U.S. exporters in the group include: photo-copying apparatus (cut to 10%); screens for projectors (cut to 7% from 12%); surveying, hydrographic, navigational, meteorological and geophys-

ical instruments (cut to the 5 to 12% range); and calculating instruments (cut 50% from 13% to 6.5%).

Transportation equipment—Tariff cuts will average approximately 45% on the items of chief interest to U.S. exporters. France and Germany are Italy's other major foreign suppliers of these products. These items include various kinds of tractors (reduction to a range of 6 to 9%); many types of special purpose vehicles such as fire engines, snow ploughs and trucks (cut to 10%); accessories to the above vehicles; and various types of airplanes and helicopters and their accessories (duty cut to the 5 to 7% range).

Miscellaneous products

Concessions amounting to an average of 40% were obtained on rubber and leather products and footwear. The chief U.S. exports to Italy in this group are: piping and tubing of unhardened vulcanized rubber (cut to 7% from 14%); and travel items (cut from 8% to 4%).

Concessions averaging about 25% were obtained in textile and allied products, some of which are of particular interest to U.S. exporters. They include man-made synthetic fibers and yarns; fabrics; and other finished articles.

Italy imports nearly $15 million a year of iron and steel products from the U.S. Duty cuts on items of interest to U.S. exporters range from 20 to 30%. Such items include sheets and plates of iron and steel (cut to 7%); alloy steel and high carbon steel in the form of wire (cut to a range of 4 to 8%); and bolts and nuts of all varieties (cut to a range of 7 to 11%).

Tariff reductions in aluminum products and other base metals will amount to about 35%. The products which are of interest to the United States include wrought bars, shapes and sections of aluminum including wire (cut from 15% to 12%); and many types of copper sheets (cut to 8%).

Major tariff reductions were obtained on certain products of stone, clay and glass. The following are of interest to U.S. exporters: natural and artificial abrasives; refractory bricks, block and tiles (cut 50% to a range of 4 to 8.5%).

Tariff reductions averaging 15% will become effective on processed foods. Those of particular interest to U.S. exporters are: dried leguminous vegetables (cut from 9% to 4.5%) and dried fruit (cut to 6% from 8%).

The average tariff cut on petroleum by-products will be about 25%. The major items of U.S. interest in this category are paraffin wax and related products (cut from 2.5 to 1.5%).

Belgian concessions should help U.S. to maintain strong market position

Despite growing sales, however, American import share has dipped; cuts cover about 76% of U.S. exports to Belgium-Luxembourg

The broad tariff concessions negotiated with the European Economic Community in the Kennedy Round should help the United States maintain its strong position in the Belgium-Luxembourg Economic Union's (BLEU) growing market. From 1961 to 1966 U.S. exports to the BLEU increased 52% reaching $569 million, giving this country an 8% share of the market.

Despite the growth of U.S. exports to the BLEU, however, the U.S. share has experienced a moderately declining trend as the internal tariffs in the Common Market have gradually been reduced toward zero, giving major U.S. competitors within the market a growing trade advantage. By July 1, 1968, tariffs within the EEC will have been eliminated entirely, while the common external tariff (CXT) will be fully implemented. Belgium and Luxembourg, historically low-tariff countries, have had to adjust many of their duties upward to meet the CXT. This factor compounds the relative disadvantage for the U.S. and other non-EEC exporters to Belgium and Luxembourg created by the movement toward a complete EEC customs union. This erosion of the U.S. market share should culminate in 1968 and, as the Kennedy Round tariff cuts go into effect over a five-year period, may be gradually reversed.

Cuts average 33%

The tariff cuts averaging about 33% for the EEC, cover about 76% of U.S. exports to Belgium and Luxembourg and affect most of the sectors of key interest to U.S. traders. However, as the EEC reductions were calculated from the level of the CXT, the 58% of BLEU tariffs still below the common tariff will not receive the full benefit of the cuts. On the other hand, the 18% of BLEU tariffs presently above the CXT will drop even more sharply than the concession level. The remaining BLEU duties are currently equal to the CXT. Modification of the discriminatory aspects of the Belgian road-use taxes, as well as full concessions on chemicals, are tied to the elimination of the American Selling Price valu-

FAST-GROWING aviation industry should get a further boost from Kennedy Rounds tariff cuts. This U.S.-made plane is unloading near the terminal at Belgium's National Airport at Zaventem.

ation system. The effect of the Kennedy Round concessions will have varying impacts on U.S. trade, sector by sector, depending on the existing tariff rates, the magnitude of the actual tariff changes on specific categories, and the sensitivity of trade of specific items to changes in tariff levels. Since the same concessions granted to the United States were made to other major non-EEC industrial nations, competition for this expanding market will continue to sharpen. Consequently, considerable efforts in market research, promotion and sales will be required of U.S. businessmen in order to capitalize on the improved trade opportunities the BLEU market may offer in the coming years.

Key sectors

In considering the impact of concessions on U.S. trade opportunities in the BLEU, the analysis turns on certain key sectors. Product categories which may be particularly singled out for reflecting a substantial impact of the Kennedy Round include:

Machinery and parts, except electrical—CXT rates range from 32-18% while the reduced rates range from 2.5%-14%. The United States' 11% share of the BLEU market in this sector will be significantly affected in the area of parts for engines and office machinery, as well as in the area of hand tools, office machinery itself, and technologically advanced machinery. The reductions on calculators and accounting machines could result in appreciable upswings in sales opportunities for the United States.

Chemicals and allied products—While full concessions in most cases are dependent upon repeal of ASP, the EEC cut of 20% to start should help make U.S. chemicals more price competitive. In the area of primary organic and inorganic chemicals, the BLEU tariffs will have to be adjusted upward to meet the CXT concession level, thus lessening a favorable prognosis in this area. Most BLEU rates on chemicals are presently below 10%. Plastics and their manufactures will reflect a sufficient decrease in the CXT to reduce the current BLEU external tariff also. The U.S. may make some gains; however, its share of the market in this specific area is small. In sophisticated chemical products, on the other hand, the U.S. represents a larger share of the market in which BLEU tariffs will be lowered to the CXT level, providing an opportunity for U.S. export expansion. Examples include antifreeze preparations and composite laboratory reagents. The BLEU rates on these items, for example, are now 13% and 14% respectively, but in both cases these rates will be reduced to the new CXT rate of 9%.

Electrical machinery and parts—Though the U.S. supplies only about 6% of the BLEU market, gains in U.S. exports may result from some significant tariff cuts. The most prominent areas of gain can be expected in the sectors of radio and communications equipment, electrical control equipment and electronic components. CXT rates on electrical machinery and parts are between 8% and 22%, but will drop to between 4% and 15%.

Motor vehicles and parts—While the U.S. share of the market is relatively small, tariff cuts on cars and parts may influence consumer prices and sales opportunities. Cuts of 50% on automobiles and on parts for assembly may give some advantage to assembled cars. CXT rates for automobiles will drop from 22% to 11%, and on parts from 14% to a range of 7% to 12%.

Other commodity categories may reflect more moderate gains as a result of an average 30% cut in tariffs. In particular, opportunities in the field of scientific and industrial control instruments, medical equipment and certain photosensitive products may be noted. CXT rates range from 12% to 18%, but will drop to between 5% and 13%.

Only small advances in the U.S. export of rubber and synthetic rubber products can be expected, barring the development of any new, particularly desirable synthetic rubber types in the U.S. The United States supplies about 40% of total imports of synthetic rubber, comprising nearly two-thirds of total shipments of rubber products. Possibly due to the establishment of two major U.S. companies in the BLEU area, the U.S. plays a minor role in imports to BLEU of other rubber products.

Moderate increases in export opportunities may arise in abrasive products and fiber glass products where CXT rates were cut 50% and 27% respectively. Synthetic fabrics may show the principal gain in the textile sector as a result of 20-30% tariff cuts.

The processed food sector, of which the U.S. supplied 8.3% of the market, may also reflect some gains as duty cuts may affect price significantly. This factor, as well as that of quality, should appeal to quality-minded Belgians.

In most other categories—paper, footwear, minerals, iron and steel, to name a few—the impact of the Kennedy Round tariff cuts ranges from very little to none at all, primarily due to the small U.S. share in the market.

Netherlands cuts will mean modest rise in U.S. sales

Long-range American sales outlook in this nation considered excellent

U.S. exports to the Netherlands can be expected to increase moderately as a result of the tariff reductions negotiated in the Kennedy Round.

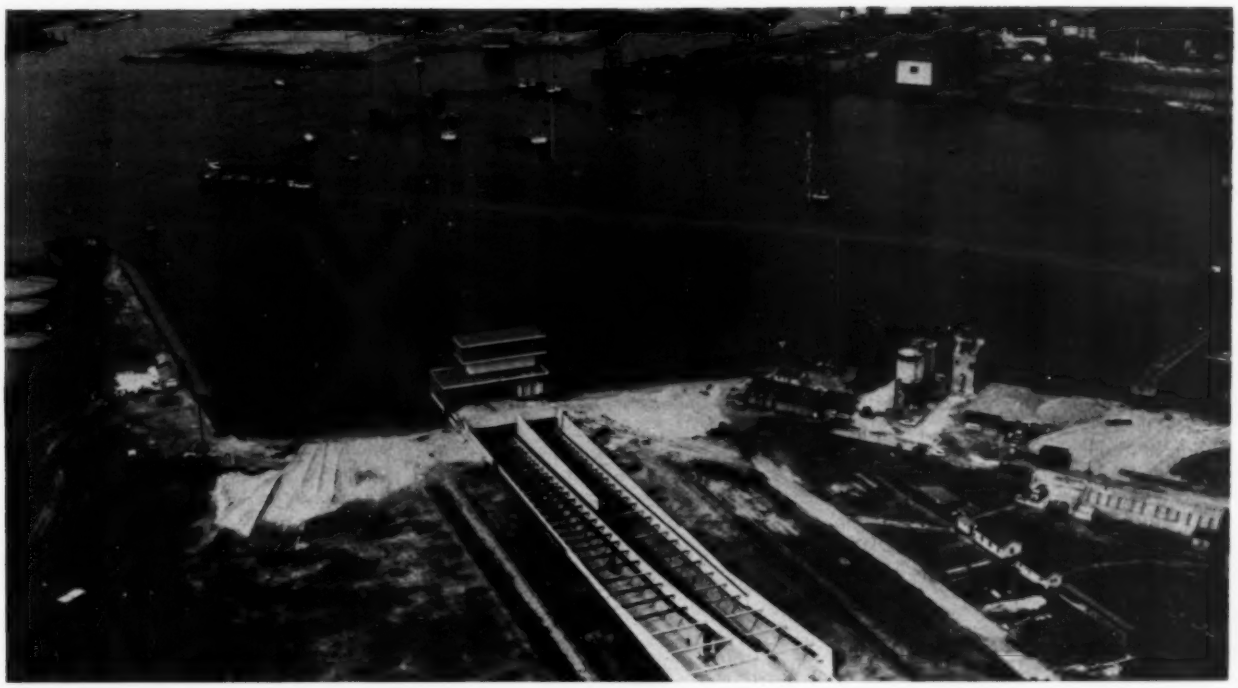
The U.S. has been supplying approximately 11% of total Dutch imports and long-rang trade prospects in this rapidly-expanding market continue to be bright. Dutch import duties were fairly low when the CXT was originally established and they have been generally increasing as that country aligned its tariff with the CXT. Kennedy Round cuts will substantially reduce the CXT and U.S. exporters should be able to improve their competitive positions in a wide variety of product categories.

The CXT reductions will also improve the U.S. position *vis-a-vis* Holland's Common Market partners, who have been consistently boosting their aggregate share of Dutch imports as internal duty rates have approached zero. This advantage should be somewhat alleviated by the introduction of lower CXT rates.

EEC concessions cover approximately $485 million or 53% of 1966 Dutch imports from the U.S.

An analysis of the probable effects of these concessions on future Dutch imports from the U.S. reveals a mixed picture. Some areas should benefit substantially, other only moderately, while still others will be largely unaffected. In many instances, tariff reductions will enable U.S. exporters to maintain their present hold on the market in the face of increasing competition, while many new areas of heretofore unexploited sales possibilities should open up.

Chemicals—Tariff concessions should result in sizeable increases in U.S. sales opportunities, since U.S. chemicals are well received on the Dutch market (the U.S. supplied 14% of 1966 chemical imports) and these products are highly sensitive to duty changes. Much of this expansion will be dependent upon United States repeal of ASP. The EEC chemical tariffs would then be reduced about 46%.



BENELUX TUNNEL speeds traffic under busy Rotterdam harbor, which should see more cargo from the U.S. as a result of Kennedy Round's tariff reductions.

Otherwise, most CXT rates will be cut by 20%. The ASP provision is particularly important for future U.S export expansion in the Dutch market since current duty levels are generally below the CXT. Most Dutch chemical tariffs are presently below 10%. Product areas offering the best prospects for increased U.S. sales include plastics, articles of plastic, essential oils, resinoids, and miscellaneous chemical products.

Non-electrical machinery—A substantial stimulus for U.S. sales can be expected from tariff concessions generally of 50%. The existing CXT rates range between 3% and 18%, while the reduced rates will be 2.5%-14%. Sizeable decreases in duty levels will occur with corresponding increases in sales opportunities. U.S. gains should be recorded in all import categories, especially techno'ogically-advanced machinery, engine parts, office machinery, pumps, and packaging machinery.

Electrical machinery—Concessions on imports should result in moderate increases in sales prospects for U.S. electric batteries, radio telegraphic and telephonic apparatus, and miscellaneous electrical parts. The CXT rates on electrical machinery presently range between 8% and 22%, while the reduced rates will range between 4% and 15%. This largely represents 50% reductions from the existing levels. However, the Dutch electrical industry is highly advanced and substantial sales increases will depend more on superior quality and design than on duty levels.

Paper and printed products—U.S. exports to the Netherlands should benefit substantially as a result of duty reductions averaging 25%. U.S. exports to the Netherlands should increase in kraft paper, coated paper, paper containers, other paper products, and miscellaneous printed matter.

Another growth area

Scientific instruments and photographic equipment is another area where growth in U.S. sales to the Netherlands can be expected. Last year the U.S. supplied over 14% of this important import market and duty reductions averaging 30% should help boost sales of all types of advanced U.S. scientific apparatus and photographic equipment. Current CXT rates range from 10% to 20% on such imports, but the Kennedy Round will bring the range down to 5%-13%.

Of the remaining areas subject to concessions, the following product categories should record only moderate increases in imports of U.S. goods:

Textiles—Areas offering most favorable prospects include synthetic textile yarns and women's and girls' outer garments.

Iron and Steel Products—gains resulting from average reductions of 23% from existing rates most probably will be recorded in sales of U.S. manufactured iron and steel products.

Miscellaneous Metal Products—Sales of U.S. hand tools, interchangeable tools, and flexible tubing and piping should benefit by duty reductions from the 9%-14% CXT levels to rates of 5-8%.

Stone, Clay and Glass Products—expansion in U.S. exports should be chiefly concentrated in glass fiber yarns, fabrics and articles, and finished glass products.

Motor Vehicles—imports of U.S. motor vehicle parts and accessories are likely to benefit from duty reductions from the CXT rate of 14% to rates of 7-12%.

Product categories likely to record only minor increases in U.S. sales include:

Aluminum—concessions will help U.S. exporters maintain their present level of supplying slightly more than 4% of the Dutch market.

Rubber and Synthetic Rubber Products—duty free bindings will help maintain sizeable U.S. sales of synthetic rubber; a slight increase in export opportunities for U.S. industrial articles of unhardened vulcanized rubber should result from duty reductions from the CXT levels of 12% and 14% to 6%.

Footwear and Leather Products—very minor increases in U.S. sales of pigskin, sheep and lambskin leathers are likely, with little or no effect on sales of U.S. footwear.

U.K. duties cut about 30% on goods traditionally supplied by U.S.

Cuts will affect a substantial portion of imports from U.S.; reductions of most industrial tariffs run close to 50%

As the result of the successful conclusion of the Kennedy Round negotiations, the United Kingdom will reduce its duties on imports of U.S. products by an average of about 30%, based on 1964 trade. Of total U.K. imports of $16.7 billion in 1966, the U.S. share was 12% or about $2 billion. The cuts will affect a substantial proportion of this trade.

The reductions will be made in four steps over a period of about three-and-a-half years until the full reduction is achieved on January 1, 1972. The first tariff cut is scheduled for July 1, 1968 and will amount to 40% of the full reduction. Subsequent reductions of 20% each will be made on January 1, 1970, 1971, and 1972.

Tariff reductions in most product categories, especially in the area of industrial products, will be 50% or close to that figure. Concessions are somewhat less, generally 20%, in the areas of textiles and steel. Duties on imports of chemicals, except certain types of plastics, will drop by approximately 25%. A further reduction in chemical duties, bringing the total cut to 47%, will be made by the United Kingdom if the American Selling Price (ASP) method used by the U.S. in determining the dutiable value of certain imported chemicals is eliminated.

A major benefit, other than that of improvement of the competitive position of American exporters in general, in relation to domestically produced British products, is the decrease in the tariff advantage presently enjoyed by most industrial products of the European Free Trade Association (EFTA) in the U.K. market. As a member of EFTA, the United Kingdom eliminated tariffs on most EFTA manufactures on January 1, 1967.

Machinery—a large part of U.S. exports to the United Kingdom valued at $446 million in 1966 will benefit by duty reductions of generally 50%. This is an area in which American exports have done well (U.S. machinery exports account for over 32% of U.K. imports of these products) and which affords excellent opportunities for increased sales. The major foreign competitor the United States faces in the British market will continue to be the European Economic Community (EEC) which supplies 42% of U.K. machinery imports. The other major suppliers are the countries of the European Free Trade Association (EFTA) and the Commonwealth (mainly Canada). It is in respect to these last two areas that U.S. exports are most likely to benefit from the lower duties since almost all machinery imports from these countries already enter the United Kingdom duty-free. Any duty concession on imports from the U.S. therefore will decrease the existing tariff advantage that the EFTA countries and the Commonwealth presently have.

Minor reduction

Although most machinery received substantial tariff concessions, duties on almost all metal-working machine tools are to be reduced by only 10%—from the present duty rate of 10% to 9%. The United States is very competitive in this area—29% of British imports of this type of machine tools come from the United States. Other types of machine tools received concessions ranging from 40 to 50%, except for most wood-working machinery which received a 20% reduction.

Tariff concessions on other machinery and appliances of interest to U.S. exporters include: a reduction in the duty on pumps, power hand tools, and calculating and statistical machines (excluding electronic computers), from the present rate of 14% to 7½%; food processing machinery, decreases generally in the 40-50% range; and heating and cooling equipment, from the present range of duties of 12-20% to 7½% and 9%. Central heating apparatus will be reduced from a rate of 20 to 10%, and gas furnace burners from 17½ to 9%. These latter reductions should enhance the sales opportunities which are resulting from the development of the North Sea gas fields and consequent expansion in gas utilization, especially in the area of central heating. The use of vending machines, on which the duty rate will be cut to 7½% from 14%, is growing in Britain, and with only about 16% of U.K. factories presently using automatic vending for in-plant feeding, the potential appears promising.

Scientific and professional equipment—This is another area which received substantial concessions, generally reductions of 35 to 50%. This equipment has been exhibited a number of times at our London Trade Center with good sales results; the United States supplies 33% of British imports in this category. The reductions in this area are significant as most items carry a high duty. Electrical measuring and control instruments tariffs, for instance, are to be reduced from the present level of 16-40% to 8-20%. These cuts should put more of this equipment within reach of smaller firms.

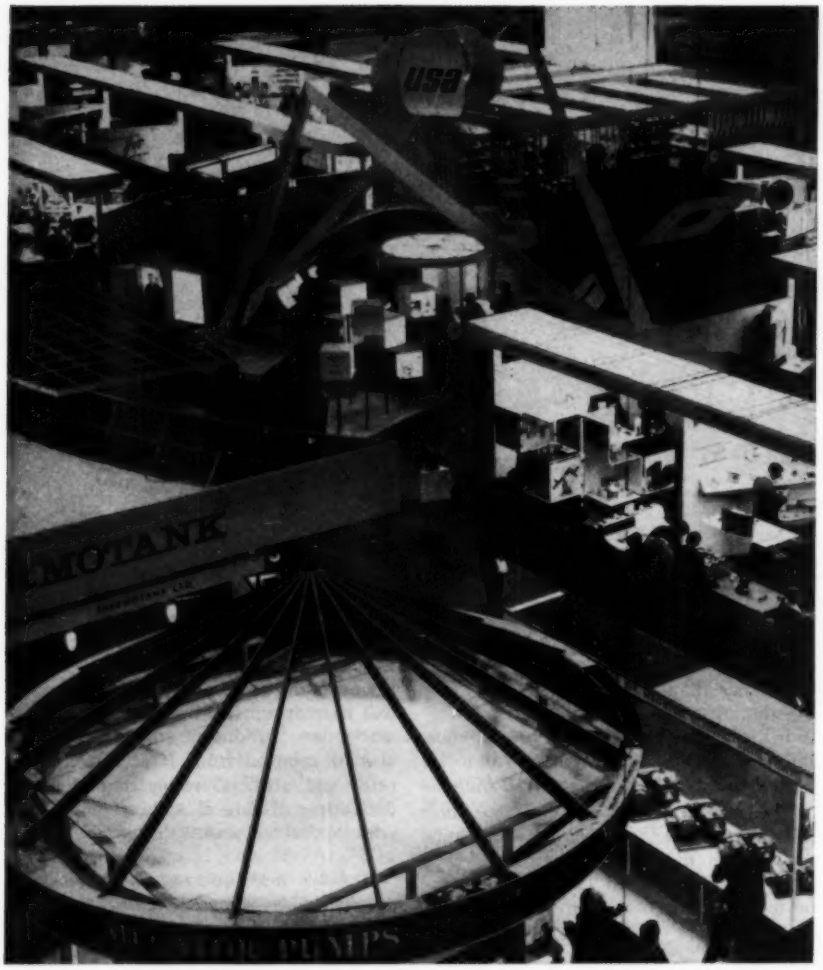
Chemicals—The amount of reduction depends on whether the ASP method of valuation is eliminated by the United States. The reduction in duty rates by the U.K. on almost all chemicals will average about 25%. Removal of ASP would allow U.S. chemical exports, which totaled over $171 million in 1966, to benefit from a further reduction for a total cut in duties of approximately 47%. Some U.K. tariffs will be slashed as much as 62%.

Tariff rates on pharmaceutical products are to be lowered generally by about 20%, but if ASP is removed, the cut will amount to 50%. Medicaments will go from 10% to 6½%; antibiotics, 25% to 17½%. All duty concessions with regard to plastics and artificial resins will depend entirely on removal of ASP. Decreases on these items range from 20% to 50%.

Steel—The U.S. is generally considered to be a marginal supplier of steel and steel products in the U.K. market. Commonwealth preference area account for about 46%, and imports from these areas are virtually all duty-free. The tariff

For details

Specific information on tariff reductions is available as follows: regarding U.S. reductions, a two-volume tabulation by the Special Trade Representative is on sale from the Supt. of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at $1 per volume, or may be examined at any Commerce Department Field Office; regarding other countries' reductions on specific items, write Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.



U.S. EXHIBITORS at United Kingdom trade fairs will find duties on many industrial products cut in half.

imports. The EFTA countries and the supplying about 10% of Britain's steel reduction of about 20% on steel products will therefore diminish the tariff advantage presently enjoyed by these countries.

Textiles—The major accomplishment resulting from the Kennedy Round negotiations is the three-year extension of the Long-Term Arrangement for Cotton Textiles by exporting countries. In return, textile-importing countries agreed to lower tariffs on these items. The U.K. tariff reductions average about 20%.

Agricultural products—Already-low duties will be dropped still further by cuts of roughly 50% on a wide range of items.

Of particular interest to American exporters is the 50% reduction on fruits and vegetables. U.S. exports totaled over $47 million in 1966 and accounted for 6% of British imports of these products. Perhaps of more significance is the liberalization of U.K. restrictions on imports of fresh grapefruit. This problem has plagued the American citrus industry for many years, during which numerous discussions aimed at a solution have taken place.

Although the British did not decrease the duty on tobacco, they agreed to reduce the margin of preference—granted to Commonwealth suppliers—by 25% if ASP is eliminated.

Other tariff cuts made by the U.K. include: aluminum alloys and products, down by 36% to 50%; glass and glassware, 50%; paper and paperboard from present rates of 12½-20% to 10-18%; household appliances, 15-17% to 7½%; and telecommunication equipment 15-20% to 7½-15%. Tariffs on aircraft (except helicopters of 2000 Kg. or less), passenger cars, and pleasure boats were all halved. New rates will be: aircraft (7%); passenger cars (7½%), and pleasure boats (5%).

Swedish market to open wider for U.S. trade

Industry restructuring creates need for advanced equipment

The Swedish market—already one of the world's most accessible—will become even more open in the near future. Tariff concessions granted by Sweden in the Kennedy Round cover a large proportion of dutiable items, many of which are of significance to U.S. exporters. Sweden in 1966 purchased goods from the United States valued at $427 million representing nearly 10% of the Swedish market.

The largest group of U.S. exports to Sweden consists of non-electric machinery and equipment, accounting for one-fifth of all sales. With few exceptions, Swedish duties on these items will be halved. Most types of non-electric machinery entering Sweden from the United States are currently subject to a tariff rate of 10%. With only two exceptions, these duties will be cut to 5%. (The exceptions are sewing machines and machine tools for working wood, plastics, and certain other materials, both reduced to 8%.) Several types of non-electric machinery now enter Sweden duty-free. The Kennedy Round concessions granted by Sweden will "bind" all duty-free items in this group which have not already been bound in previous negotiations.

Non-electric machinery—Among the many concessions granted by Sweden are reductions of 50% or more on pulp and paper making machinery, packaging machinery, internal combustion engines, pumps, refrigerating equipment, air conditioning machinery, data processing machinery, agricultural machinery, materials handling equipment, and construction machinery. These products will all enter at the low 5% tariff rate.

Across-the-board reductions on non-electric machinery are particularly significant in view of current developments in the Swedish economy. Because of high costs, Swedish manufacturers are finding it necessary to increase productivity rates in order to remain competitive at home and abroad. The ferment of activity in restructuring Swedish industries will gen-

AMERICAN CANNED GOODS will find their way in increasing quantities to the shelves of modern Swedish grocery stores as a result of 50% tariff concession.

erate substantial orders for high-quality, technically-advanced equipment in the years ahead. According to a recent Swedish Government survey, Swedish industries plan to invest approximately $1 billion in plant and equipment during 1967 alone.

Electrical machinery—Swedish concessions here are also of interest to U.S. manufacturers. Many types of heavy equipment such as electric motors, generators, transformers, converters and rectifiers will be subject to 5% duties (previously these items entered at 10%). Likewise, rates on several electronic components such as transistors and television tubes will be halved to 5%. On many electrical machinery articles, however, the reduction will be less than 50%. Duties on most types of radio and television receiving equipment will be reduced from the present 17% to 11%. Tariffs on electrical circuitry and switchgear, currently in the 10%-17% range, will be reduced by amounts varying from 20% to 50%.

Important role

Transportation equipment—plays an important role in U.S. exports to Sweden. While aircraft have entered duty-free, new passenger automobiles entering Sweden have been subject to a duty of 15%. As a result of the recent negotiations, the duty on passenger cars will be cut to 10%. Since the Swedish market for U.S. automobiles is affected by numerous factors other than the tariff rate, it is not possible to forecast the effects of this reduction on U.S. sales. In 1966, Sweden imported new passenger cars from the United States valued at nearly $8 million.

Scientific, medical and photographic instruments and apparatus—Constitute one of the more rapidly growing U.S. exports to Sweden. In 1966, Sweden imported instruments from the United States valued at $22 million, representing a 20% share of the Swedish import market for these items. Swedish concessions on instruments generally will halve the existing rates. Photographic laboratory apparatus (including surface-type photocopying machines); measuring and checking instruments; and medical, dental and surgical instruments are examples. The new Swedish concession rate on these products will be 5%.

Chemical imports

Chemicals—Swedish imports from the United States reached $37 million in 1966, representing more than 10% of the market. Tariffs on basic industrial chemicals currently range from zero to 12%, the higher rate applying chiefly to organic chemicals. Swedish tariffs on many basic chemicals will be halved, while others will be cut by 25% or more. In the rapidly growing field of plastics and plastic products, Swedish duties are currently in the 12% to 15% range. Concessions on these items are generally small. The duty on unworked polyethers, for example, (an important U.S. export) will be reduced from 10% to 9%. Polymerization products (unworked) will also be reduced from 10% to 9%. Natural and artificial resins and chemical derivatives of natural rubber (unworked) will be halved from the present 10% to 5%.

Textiles and wearing apparel—items purchased by Sweden from the U.S. reached $24 million in 1966. Concessions granted by Sweden on these products were highly selective and are not easily summarized. Reductions range from 10% to 50% on most articles. As a result of the negotiations, few Swedish duties on textiles and wearing apparel will exceed 17% and the average rate will fall in the 8% to 12% range. The higher rates apply to finished goods, chiefly wearing apparel. Many textile raw materials and semi-manufactures already enter duty-free.

Agricultural commodities and products—Traditionally one of the most important Swedish imports from the United States. Last year, Sweden bought goods in the category valued at $71 million from the United States, of which $47 million consisted of foodstuffs. Several agricultural concessions granted by Sweden are of direct interest to U.S. exporters. The current duty on canned peaches, apricots, pineapple, and fruit salad will be halved. Fifty percent cuts also will be made on canned citrus fruit juices. Several types of fresh fruits and vegetables will benefit from reductions.

Norway's negotiators came close to goal of 50% product duties cut

Greatest drop to come in rates on machinery, chemicals, oil, and transport equipment, largest American exports to country

The signing of the Kennedy Round Protocol on June 30 was a significant milestone in the increasing liberalization of world trade. The goal of the negotiations was to cut tariffs on industrial products by a full 50% and Norway substantially met this goal by granting tariff concessions of a full 50% in almost all commodity groups.

The total value of Norwegian import trade affected by the multilateral agreement is approximately $2 billion in terms of 1966 statistics, of which $1.4 billion applies to industrial categories. The share of the United States in Norway's industrial imports amounts to $98 million.

Many of the Norwegian concessions will create new trading opportunities for United States producers and exporters, so it is important to look at the specific elements of the Kennedy Round package.

Tariff cuts of a full 50% made by Norway on most machinery items, chemicals, petroleum, and cuts up to 50% on transport equipment, are of particular interest to the United States because these four categories comprise our largest industrial exports to Norway, valued at $63 million in 1966 or 44% of total U.S. exports to the country.

Largest industrial item

Machinery—The largest single industrial item which the United States exports to Norway, U.S. statistics show that our exports of machinery reached $32 million in 1966, with non-electrical machinery and parts accounting for $25 million of the total and electrical machinery making up the remaining $7 million. Concessions granted within these groups reduced most rates by a full 50%. For example, tariff cuts on mechanical materials handling equipment, which accounts for $3.7 million in U.S. exports to Norway, reduced the duty level from 20% to 10%. A new duty rate of 5%—cut from 10%—is significant on internal combustion engines which provided $3.5 million in U.S. export trade to Norway in 1966. The one exception in this group is automobile engines, which received duty cuts from 20% down to 10%. The $2.7 million in U.S. sales of construction and mining machinery to Norway is dutiable at varying rates: self-propelled excavators are now dutiable at 7.5% instead of 15% and bulldozers were cut from 5% to 2.5%. The tariffs on printing and bookbinding equipment were also cut by 50%, although the new rates range from 7.5% to 10%. The amount of U.S. export trade affected by these Norwegian cuts amounts to $1 million. Computers and calculating machinery registered sales of $800,000 to Norway during the year 1966. The 50% cuts in this category brought the new tariff level down to 5% from a previous level of 10%.

Appliance rates down

Within the area of electrical machinery, telecommunications apparatus and parts accounts for $2.3 million in U.S. sales to Norway. The 50% cuts for most of these items fell to new levels ranging from 12.5% on radio and television receivers to 2.5% on microphones and certain loudspeakers. Another item of interest to U.S. exporters is household appliances. U.S. exports of these goods amounted to over $400 thousand in 1966 and the tariff levels in Noway have been reduced from 20% to 10% as a result of the Kennedy Round negotiations.

Transportation equipment—Rates for this category of goods, which accounted for approximately $14 million in U.S. exports to Norway in 1966, were either bound free or reduced up to 50%. Concessions on motor vehicles, including passenger cars and trucks, reduced rates from 10% down to 5%. The exception within this group is the tariff on tractors in use with semi-trailers, which was cut from 20 to 10%. Since duties on motor vehicles have been relatively low, tariff cuts in the past have had only moderate effects in increasing the sale in Norway of American-made motor vehicles. Therefore, no significant increase in trade in this category is anticipated. Concessions provided for aircraft were bound free, whereas the duties on parts for airplanes were reduced to 6% from an original rate of 12%.

Scientific instruments and apparatus—U.S. export trade within this commodity field to Norway amounted to $6 million in 1966. One of the largest subdivisions of this category, totaling $1.2 million, is automatic measuring and control instruments, for which the Norwegian duty was cut from 17.5% down to 8.75%. The exception to the duty reduction is for pressure guages, which were previously dutiable at 27% and now at 13.5%.

Organic chemicals reduced

Chemicals—Two-thirds of the items governing this field enter Norway duty-free and these rates were bound in the negotiations. Organic chemicals were reduced by a full 50%, from 30% to 15%. Inorganic chemicals, accounting for $7.4 million in U.S. export trade to Norway, were substantially bound duty-free. Another large item within this category to analyze is plastics. Rates on unworked plastics were cut from 10% to 5% on polyethelene and from 30% to 15% on polyvinyls and polystyrene. U.S. sales of plastics to Norway were $2.1 million in 1966. Plates, sheet, film, and strips were also reduced by the full 50% from 30% to 15%.

Textiles—U.S. export trade with Norway in yarns, fabrics, and textile articles reached $1.7 million in 1966. Most of the items within this category were either bound free by Norway or the respective duties were reduced by a full 50%. Cotton and cotton linters were bound free, a continuation of earlier GATT concessions. Man-made fibers and yarns were cut by 50%, from 0.20 Crown per kilogram to 0.10 Crown per kilogram. Concessions were made on fabrics containing a blend of cotton and man-made fibers from a previous duty of 25% to a new rate of 12.5%, with a minimum of 5 Crowns per kilogram.

Most steel bound free

Metals and fabricated metal products—Concessions on these bound rates at free or reduced relatively moderate rates by a full 50%. In the case of iron and steel, of which U.S. exports to Norway totaled $1.1 million in 1966, most of the duties were bound free, with the exception of alloy steel and high carbon steel which were cut from 10% to 5%. Soil pipefittings were cut from 15% to 7.5% and all other fittings were reduced from 0.01 Crown per kilogram to 0.005 Crown per kilogram.

Norway's reductions in its tariff schedule are significant contributions to the over-all effort of liberalizing world trade and are an investment in future expanded world trade.

Denmark's active role reflected in long list of concessions

Nearly all of nation's import items affected by tariff cuts

Denmarks' active participation in the Kennedy Round tariff negotiations is reflected in the extensive list of concessions granted. As a result, American exporters will enjoy an improved competitive position in relation to exporters in the EFTA member countries. Industrial goods originating in EFTA countries enter Denmark duty-free following the final step in the EFTA tariff cuts, which became effective January 1, 1967.

In 1966, Danish imports from all sources were valued at $3 billion. Imports of industrial products during this year were estimated at $2.8 billion. Danish concessions granted in the form of the binding of duty-free rates or through the reduction of existing duty rates covered nearly all these industrial products.

Danish imports from the United States in 1966 reached a value of $215 million. Practically all American products are beneficiaries of Danish tariff concessions either through free rates bound in earlier tariff concessions, free rates bound during the Kennedy Round negotiations, or through reductions in existing duty rates. U.S. industrial imports benefiting from tariff concessions have an estimated value of $133 million.

Low tariff level

In general, Denmark has a low level of tariff rates. A wide range of raw materials and products essential to Danish agriculture and industry enter duty-free. Many of these products (127 tariff items) have already been bound free in earlier GATT negotiations. In the Kennedy Round negotiations, Denmark expanded the list of such free bindings.

The rates on dutiable imports entering Denmark range from 5% to 20% with a few goods subject to a 30% rate. As a result of the current tariff negotiations these dutiable rates have been cut from 20% to 50%.

Among the categories of industrial goods of the greatest interest to American exporters are canned fruits, chemicals, textiles and textile products, machinery, and scientific instruments.

Canned fruit—U.S. foods such as canned citrus fruit, pineapple, apricots and peaches will enjoy a concession rate of 13.5%. This represents a full 50% cut in the existing rate. Juices of these fruits enter duty-free when no sugar is added; otherwise the rate will be 9%. This also represents a 50% cut in the existing tariff rate.

Chemicals—Raw materials and compounds entering Denmark are largely duty-free. Import duties on insecticides and similar products were halved to 2.5%. Concessions granted on plastics and plastic products, which ranked among the ten leading imports from the United States in 1966 (valued at $9 million), were among the more moderate of the tariff cuts made by Denmark. Duties on plastics, raw materials (such as alkyds, polyesters, polystyrene, polyvinal chloride), were reduced only from 10% to 7%. Other plastic rates were reduced to 9% and 11%. This represented about a 30% reduction from the duties formerly assessed.

Textile cuts slight

Textiles—In the competitive textile field, Danish tariff concessions appear more modest. Most duties on fabrics of both natural and man-made fibers were reduced by only 10 to 20% and remain subject to duties ranging from 12 to 16%. Articles of clothing also continue to receive a degree of protection. Import duties on garments for men, women and children were reduced to 22.5%, a cut of only 10%. In the past, American exporters have enjoyed a small but expanding trade in clothing. In 1966, Danish imports of U.S. clothing reached a value of $3 million.

Many machines duty free

Machinery—Denmark made generous concessions in its machinery tariffs. Many products enter duty-free, others are subject to rates ranging from 2.5% to 12%. Most business machines enter Denmark duty-free. Although this field is highly competitive, the American Embassy in Copenhagen reports there is still room for specialized equipment catering to the smaller-sized firms which are predominant in Denmark.

Electric machinery duties were reduced largely by 20%. Electric hand tools are dutiable at 6% under the new rates, while electric household appliances are subject to a rate of 12%. Under the current schedule they are dutiable at 15%. Import duties on electronic equipment and parts were reduced by 20% to 30% with the new rates ranging from 6% to 15%. Only radio and television reception equipment are dutiable at 18%. Television cameras will enter at 7.5%.

Instruments for industrial purposes are largely dutiable at 7.5% under the new tariff schedule. Testing equipment for metals, textiles, paper and plastics are bound free.

RETAIL GOODS for the Danish consumer market will be affected by the recently negotiated tariff concessions. This is a Christmas display in a leading Copenhagen department store.

Finnish negotiators made 'generous and wide-ranging' cuts

Many machinery item cuts mean particular advantages for U.S.

Like its Scandinavian neighbors, Finland has granted generous and wide-ranging tariff reductions in the Kennedy Round. These reductions will affect a significant proportion of Finnish imports from the United States. In 1966, Finland bought products from this country valued at $97.4 million, representing 5.6% of the market.

Capital equipment—plays a major role in U.S. exports to Finland, and last year machinery accounted for nearly one-third of U.S. sales. As a result of the Kennedy Round negotiations, Finnish duties on many types of non-electric machinery will be cut by 50%; examples are: pulp and paper making machinery, automatic vending machines, most types of textile machinery, self-contained air-conditioning machines, pumps for liquids, almost all machine tools, metal foundry machinery, certain internal combustion engines. The new tariff rate on all of these products will be 7.5%. Office machines, already subject to very low tariff rates were in many cases reduced still further. For example, the tariff on typewriters will be cut from 5% to 2.5%; statistical punch card machines will be cut from 2.5% to 1%. Electronic data processing machines will continue to be subject to a low tariff of 2.5%.

Electrical machinery—one of the most rapidly expanding groups of U.S. exports to Finland. In 1966, Finland imported nearly $5 million worth of electrical equipment from the United States. Several duties on electrical machinery will be halved, including the following, (new tariff shown in parentheses): electric hand tools (7.5%); electric razors (7.5%); spark plugs (4%); electric line telephonic and telegraphic apparatus, except for carrier-current line systems (6.5%); capacitors weighing not more than 250 grams (8.5%); and many types of electronic components (zero to 8.5%). Reductions of up to 50% were made on several other items within the electrical machinery group.

Chemicals—Finland bought goods valued at $13 million from the U.S. in 1966, with plastics and plastic products accounting for 40% of the total. A large proportion of basic industrial chemicals (including many imported from the United States) already enter Finland free of duty. Many of these free rates will be bound as a result of the negotiations. Most of the rates on other basic chemicals now subject to duties ranging from 5% to 50% will be halved. In the plastics field, several of the basic plastic raw materials are currently duty-free, while others are subject to duties in the 10%-25% range. A number of these also will be reduced by 50%.

Textiles—imports of U.S. fibers, textile products, and wearing apparel reached nearly $5 million in 1966. Because of the highly selective nature of Finnish concessions on these items, a meaningful short summary of the reductions is impossible. Among the U.S. products which may benefit from the reductions are continuous yarns of synthetic textile fibers. On most types, the current Finnish duty is 15%. The new rates will range from zero to 12.5%.

In 1966, Finland imported almost $14 million worth of agricultural commodities from this country. Many significant cuts were made in this sector as well as elsewhere.

In conclusion, the new Finnish concessions should prove most helpful in enabling U.S. exporters to continue expanding their exports to the accessible and reliable Finnish market.

Austrian concessions cover majority of important items on tariff schedules

Nation which bought more than $100 million in U.S. goods during 1966 becomes an even more attractive market due to cuts

Austria's concessions should make the Austrian market increasingly attractive to U.S. traders. United States exports to Austria reached over $100 million last year. The concessions cover most major product categories in the Austrian tariff schedule. Depending on the specific category, tariffs will be cut by as much as half in many cases. Particular attention is given below to concessions on products for which U.S. exporters already have a market in the country. However, the trade community here should be alert also to new market areas which may open up as the duties go down.

Machinery and vehicles—U.S. exports to Austria in 1966 reached $25 million. Non-electrical machinery accounted for $18.3 million of this total, the most significant categories being agricultural machinery ($2.6 million), office machines ($1.9 million), textile- and leather-working machinery ($1.4 million), metalworking machinery ($900,000), and machinery for specialized industries ($2.8 million). The United States exported $.5 million in electrical machinery to Austria last year, plus $2.2 million in electrical goods such as installation equipment, communications equipment, household appliances, and medical equipment. Vehicle exports totaled $3.9 million, with greatest sales in road vehicles.

In these categories, a number of U.S. exports will benefit from reduced tariffs, in most instances by about half. Examples are: non-electrical machinery such as air pumps (cut from 18 to 14%); compressors (18 to 14%); filtering and purifying machinery (reduced to 9%); rolling mills (cut to 9%); mowing machines (18 to 10%); machinery for the paper, textile, and glass and stone-working industries (cut to 9 and 10%); automatic vending machines (reduced to 10%); and various hand tools (cut to 8%).

In the electrical field, some types of motors (reduced to 7, 8, 10%), generators (cut to 7%), electro-magnets (cut to 9, 10%), transformers (cut to 8, 9, 16%), and converters (reduced to 7, 8, 10%) will enter at duty rates reduced by about 50 percent. Exporters will also benefit from a reduction on microphones to 10%, loudspeakers to 10%.

Rates on special purpose vehicles such as snow plows and cranes were reduced from 25 to 13%.

Special purpose

Chemicals and related products—The U.S. has developed a substantial market in Austria for chemicals and allied products. Sales in 1966 reached $10.5 million, with basic chemicals and compounds accounting for about $5.2

million, plastics and synthetics $2.5 million, and medical and pharmaceutical products almost $1 million. The tariff concessions in this field average about 30% weighted by 1964 trade, a deep cut which should greatly benefit U.S. exporters.

Concessions will apply to such chemical compounds as molybdates (cut from 18 to 12%), boric oxide and acid (25 to 13%); lead and sodium nitrates (cut to 10%); calcium chloride (23 to 10%); and sodium cyanide (cut to 10%). Examples of organic chemicals that will benefit from reductions are: halogenated derivatives of hydrocarbons (10-25% to 5-16%), benzene hexachloride (cut to 10%), organo-sulfur compounds (cut to 10%), esters of acetic acid (30 to 20%), and amide-function compounds (15 to 8%).

Tariff cuts of about half for pharmaceuticals and cosmetics will benefit a number of product categories of interest to the U.S. such as antisera, vaccines and toxins (17 to 9%) as well as various cosmetics, toiletries, and perfumes including dentrifices (25 to 13%), shaving creams (11,200-5500 Austrian shillings (AS) per 100 kg.), and shampoos (11,200 to 5500 AS per 100 kg.)

Concession package

Other U.S. exports which form a part of the concession package include lubricants (49 to 25%), polishes (28 to 14%), waxes (30 to 15%), and washing agents (10 to 5%); disinfectants, insecticides, fugicides (20 to 10%); antifreeze, brake fluid (15 to 10%); printing ink (28 to 14%), enamels (20 to 10%), and glazes (20 to 10%).

Reductions on plastics and synthetics were slightly lower, ranging from about 20 to 30 percent for products the U.S. sells to Austria, with rates ranging from 20-28% dropping to the 5-20% range. These concessions affect many categories, most of which represent a high volume of exports from the United States.

Photographic Equipment and Precision Instruments—1966 sales of U.S. scientific, medical and optical instruments reached $1.1 million, and sales of photographic supplies totaled $1.7 million. Most rate reductions on U.S.-traded goods are 50 percent. Exports of photographic supplies such as film (cut from 300. AS per 100 kg. to free); plates (300. AS per 100 kg. to free); lenses (18 to 15%); tripods (cut to 10%); and laboratory equipment (cut to 8, 10%). Various veterinary, dental, and medical instruments (15-18 to 7-9%) will also benefit from reduced duties. Other important items on which rates were cut included instruments used in surveying, navigation, meteorology (20 to 10%), and physical and chemical analysis instruments (15-20 to 8-10%).

Iron and Steel—U.S. sales to Austria reached about $1.2 million last year. Tariff cuts ranging from 15 to 50% have been obtained for such goods as iron and steel structures (18-23 to 12-15%); plates, strips and rods (18-23 to 12-15%); tube and pipe fittings (21-25 to 19-22%); containers for transporting or packing goods (25-15%); and bolts, nuts, and rivets (25 to 18%).

Rubber—U.S. export sales were almost $1 million in 1966. Products for which lower tariff rates will apply, at cuts from 10 to 50%, include various forms of unvulcanized natural or synthetic rubber (20 to 10%) and of unhardened vulcanized natural or synthetic rubber (20 to 10%) and of unhardened vulcanized rubber (25 to 12%); transmission, conveyor, and elevator belting (25-30% to 15-20%); and some types of tires (30 to 27%).

Wood and Paper Products—U.S. exports were about $700,000 last year. Tariff reductions will range from 5 to 40% for goods of interest to the U.S. Exports of various types of wood and lumber, such as veneer and plywood (10-20% to 9-16%), and products of wood fiber, wood shavings, and wood waste (15 to 8%) will benefit from a lower rate. Tariff concessions will apply to some types of paper such as enameled or gilted paper (19 to 18%) and chemical paper (22 to 20%).

Processed items benefit

Foodstuffs—U.S. exports of processed food should benefit from Austria's tariff cuts. Exports in 1966 of dried and canned fruit amounted to $2 million, and canned vegetables about $300,000. Tariff cuts in the categories of fresh and processed foods ranged from 10 to 50%, and include certain canned or frozen vegetables (28 to 20%) and others (cut to 22%, 300 AS per 100 kg. and 370 AS per 100 kg.); dried fruit (cut to 7.5%); vegetable extracts (cut to 6%); processed meat (35 to 25% and 30%); prepared or canned fruit (grapefruit 300 AS per 100 kg. to 25%); peaches (400 AS per 100 kg. to 32%); pineapple (300 AS per 100 kg. to 25%)); and some fruit juices (300-420 to 270 AS per 100 kg.). The specific rate on cigarette imports will be reduced also from 40,000 to 26,600 AS per 100 kg.

Tariff concessions have been obtained on a variety of other goods, including the following in which the U.S. has established a market in Austria: insulating material (49 to 25 AS per 100 kg.); glass fiber (20 to 10%); non-precious jewelry (15 to 7%); sporting equipment (15 to 7%); percussion musical instruments (16 to 8%); soldering wire (15 to 8%); and various synthetic yarns (15 to 8%).

Non-tariff barriers

As a major non-tariff concession, Austria agreed to eliminate certain discriminatory aspects of the automobile tax amendment, effective January 1, 1968, which largely eliminates the present discrimination against larger-engined cars, principally of U.S. manufacture. For six years the U.S. has been negotiating with Austria for a change in the system. The revised tax schedule should significantly benefit U.S. automobile exporters.

VIENNA FREE PORT AREA is a center for trade with Austria. Discrimination against imports of larger-engined cars will be eliminated next year, creating sales possibilities for U.S. manufacturers.

Swiss tariff reductions to have mixed effect on imports from U.S.

Export gains likely on items where demand depends on price; cuts average 35%, cover nearly 90% of U.S. exports to country

Switzerland, though a relatively small market, not only has one of the highest per capita import levels in Western Europe, but also has been consistently hospitable to non-agricultural imports from the U.S. The Swiss have traditionally maintained low tariffs. About 15% of Swiss imports have duties of 12-15%, while 50-60% of imports are dutiable at 5% or less. The high level of Swiss imports stems from her lack of domestic raw materials and from the high standard of living which encourages purchases from abroad on a wide scale. U.S. exports to Switzerland in 1966 represented a 13% rise over 1965, reaching a record total of $357 million. The United States supplies about 9% of Switzerland's expanding market, in historically active trading between the two countries.

Analysis of the Kennedy Round negotiations suggests that this favorable trend will generally continue. Averaging about 35%, Swiss tariff cuts should offer the United States export gains on items where demand tends to be dependent on price. Other products, less sensitive to price,—such as mineral products, machinery and other technologically advanced goods—should play a continuing large role in U.S. exports to Switzerland. The overall decrease in free world tariffs may indirectly encourage expansion of domestic investment in Swiss export industries, and, in turn stimulate purchases from the United States of items having high technological value. Overall, the Swiss concessions cover 89.5% of U.S. exports to Switzerland (based on 1965 data).

Mixed impact

In an itemized summary of Swiss concessions on imports of selected categories of goods, the evidence points to a mixed impact of Kennedy Round tariff cuts on Swiss imports from the U.S., with only a few commodity areas demonstrating the potential to receive a significant trade stimulus. While Swiss concessions have served to reduce the EFTA preferential margin on most commodities, the United States may nevertheless still find itself competitively behind Switzerland's EFTA suppliers in areas such as paper, lumber and certain motor vehicles and accessories.

Three main groups can be singled out as those expected to be of major impact on U.S. exports to Switzerland.

Machinery and parts—The average cut in rates was 46% on the United States' 11.3% share of the Swiss machinery market. Major gains for the United States—reductions of up to 50% on rates ranging between 10% and 20%—were made in tractor engines and diesel motors, laboratory ovens, refrigerating equipment, weights and measuring instruments, typewriters, calculators, and large machines for washing, cleaning, sorting, etc. For machines of especially large size, the U.S. is virtually without competition and can expect to maintain and possibly increase its advantage.

Textiles and Allied Products—High rates on synthetic textiles, ranging as high as 15-25%, have been significantly cut and should stimulate U.S. exports. These cuts, averaging 25%, may accrue further advantages to the United States on synthetic textiles put up for retail sale where resultant consumer price declines may have a noticeable impact. In other textile areas, the tariff range was 7 to 15%, relatively high for Switzerland.

Chemicals and Allied Products—Swiss tariff levels on chemicals, plastics and other products range from about 4 to 10%. The United States supplies about 11% of the Swiss chemical market where weighted average reductions of 49% on $45 million worth of U.S. chemical exports were made. Since chemicals generally are sensitive to tariff changes, exports from the United States will benefit, especially on such items as hydrocarbons and their derivatives, cosmetics, and toilet preparations, soaps, plastics and related products.

In other areas of U.S. exports to Switzerland, gains will be more modest. Among these products are U.S. processed agricultural goods which supply about 10.9% of the Swiss market and on which tariff cuts average about 35% on generally high tariffs ranging from 20-30%, and sometimes higher. Only about 22% of U.S. exports in this area will be affected. In the paper and paper products category, Switzerland's largest suppliers are EFTA countries such as Austria, Sweden, Norway, and Finland, but reductions of about 30% on tariffs in the 12 to 22% range could produce a stimulus for U.S. exports of impregnated and treated paper especially, as the United States is an important supplier of these. On the other hand, exports of lumber, wood and allied products (except furniture) from the United States, which supplies 3.5% of the Swiss market, will show only a small effect of the 10% tariff cut from levels of 10-20% on these items. Again, the EFTA countries are main suppliers.

One other area where a moderate impact may be expected is automobiles and parts of which the United States supplies about 12.8% of the Swiss market. In view of the large role in the same market of EFTA-member Great Britain and of West Germany, tariff cuts from levels of 10-20% on cars, tractors, and parts may only somewhat improve the U.S. competitive position. In the area of motor vehicle parts, however, the United States can expect a greater impact from the 50% reductions. Further gains may be particularly evident in the reductions of truck tariffs, ranging from 18% to 25%.

In the field of metals, where the U.S. is not a significant supplier, the impact of Swiss tariff cuts (40%) will be modest, primarily in exports of aluminum foil, copper kitchen utensils, and metal packaging materials. Rates on such items were in the 5-10% tariff range.

In most other product categories, the impact of tariff reductions will be virtually negligible, due either to the shallow depth of the cut or to the prior existence of relatively low tariffs in areas where technology or quality have more significance than price. In certain areas, such as aircraft and parts, the U.S. is already dominant in the market (50%) and tariffs were generally low.

On non-tariff barriers, Switzerland will modify its regulations limiting imports of canned fruit preserved with corn syrup, if the U.S. eliminates ASP.

In general, the impact of Kennedy-Round tariff cuts will range from the reinforcement of areas in which the United States was already strong (especially technologically advanced items) to a negligible influence in items where the United States shares a small percentage of the market or where tariffs have been traditionally moderate. This mixed result will be affected also by many factors which are undetectable at this stage of analysis—demand, investment, and changes in competitive stature among other negotiating countries.

DUE TO TRADE STRUCTURE

Canada has special status

Was not required to offer linear tariff cuts; made reciprocal moves

The tariff cuts agreed in the Kennedy Round by Canada should result in a farther rise in U.S. exports to that country. The United States and Canada are already each other's largest trading partners. In 1966, U.S. exports to Canada totaled $6.6 billion, accounting for over one-fifth of total U.S. exports.

Because of its dependence upon the export of primary products on which tariffs are generally low or non-existent, Canada was granted the status of a "special trade structure country" in the Kennedy Round. Therefore, while required to reciprocate benefits received from other countries, Canada was not obligated to offer a linear cut in its tariff. In its negotiations with the United States, the value of trade affected is estimated to be about $2 billion in 1966 Canadian imports from the United States.

Production machinery cuts

The largest cuts Canada made in the Kennedy Round were 33% reductions from the existing tariff levels. An important sector so affected was production machinery, with Canadian imports from the U.S. of $546 million in 1966 trade. The current dual rate system of 22½% on machinery "made in Canada" and 7½% on machinery "not made in Canada" will be replaced by a unitary rate of 15% except that the duty on machinery determined by a Tariff Board to be "not available in Canada" will be eliminated. As an assurance to the United States that there will be no wholesale revision of duties upward to 15% on those machinery items currently entering at 7½%, Canada agreed that the average incidence of duties collected on such machinery imports will not exceed 9%.

Most important changes

In general, the Canadian tariff reduction in other industrial products (excluding machinery) will not be as large as in the machinery sector. The average tariff cut will be about 25%. The most important tariff changes follow:

- The duty on electrical apparatus, estimated to have a 1966 U.S. export value of about $330 million, and with rates ranging from 20 to 22½%, is to be reduced to a level ranging from 15 to 17½%.

PRODUCTION MACHINERY TARIFFS received largest cuts made by Canada, which had status of a "special trade structure country" at Kennedy Round. Here, a synthetic rubber plant in Sarnia, Ontario.

- The rate on automobile parts, not already included in the U.S.—Canadian Automotive Agreement, is to be cut from 17½ to 12½%.

- Reflecting its improved competitive position, Canada agreed to eliminate its duty on iron and steel ingots, which are currently dutiable at $3.00 per ton, and to reduce its tariff on extruded or drawn shapes of iron and steel from 22½ to 12½%.

- In the chemical sector, a ceiling binding of 15% was established for organic and inorganic chemicals, tanning and dyeing extracts, soaps, explosives, photographic goods, and miscellaneous chemical products. For artificial resins and plastics materials, ceiling bindings of 10, 12½, 15 and 17½% were established, depending on the nature or degree of manufacture of the products concerned. For fertilizers, the 5% duty was eliminated. This system of ceiling bindings has resulted in both tariff increases and decreases. In the majority of cases, the new rates of duty are lower than the pre-Kennedy Round rates. However, in those cases where the new ceiling bindings have resulted in higher legal rates of duty (e.g., many artificial resins), the effective rates at which duty is collected are generally expected to remain the same as they had been before the Kennedy Round.

- The rates of duty will be reduced from 15 to 10% on fire brick and building brick, and from 17½ to 12½% on clay manufactures or cement building products.

- The Canadian concessions on textile items generally call for reductions of around 2½ percentage points and in a few cases 5 percentage points from the current 20 to 25% rate. The relatively high rate on knitted goods is to be cut somewhat more, from 35 to 27½%. The rate on certain cotton yarns and threads is to be lowered from 20 to 17½%. Woven fabrics of cotton, not bleached or colored, are to be reduced from 20 to 17½%, and fabrics bleached or colored from 22½ to 20%. For cotton clothing, the rate will be reduced from 25 to 22½%.

- Tariff reductions in leather products

MONTREAL'S COMMERCIAL CENTER is a gateway to Canadian and U.S. markets. The two countries are each other's leading trading partners.

will vary between 2½ to 7½ percentage points. Patent leather is to sustain the largest reduction, a cut from 17½ to 10%. Certain leather for the manufactures of gloves and leather clothing will be reduced from 15 to 10% for boots and shoes from 27½ to 25%.

• The 5% duty on synthetic and natural crude rubber will be cut by 50%. Certain manufactures of rubber, including tires and tubes, presently subject to a duty of 22½%, are scheduled to enter at 17½%.

Lower consumer goods duty

Canada also agreed to reduce the tariff on a large number of consumer items. The duty on furniture, manufactured chiefly of metal, will be reduced from 25 to 17½% and reductions to 20% will be made on other furniture. The duty on watches is to be cut from 30 to 20% and on cameras from 20 to 15%. Some of the other more important tariff reductions on consumer goods are: electric organs from 22½ to 17½%; certain musical instruments from 17½ to 15%; toys from 25 to 20%; certain jewelry items from 30 to 25%; tableware of china from 25 to 20%; porcelain and semi-porcelain from 25 to 20%.

A number of items subject to duty under the present tariff schedule will be accorded free entry. The 50 cents per ton duty on U.S. coal and the duty of 3 cents per thousand cubic feet on gas brought in by pipeline will be eliminated. U.S. exports of coal to Canada in 1966 totaled over 16 million tons. Other items in which the duty is scheduled to be abolished are hardwood flooring (except oak), softwood lumber, fresh and frozen fish, certain out of season fresh fruits and vegetables and other miscellaneous produce items.

Canada's timetable for implementation of the concessions varies by the particular class of product. For instance, January 1, 1968, is the effective date for the introduction of the new rates on machinery, lumber and lumber products. The new rates on chemicals and plastics tariffs are to be implemented July 1, 1968, probably without staging. Canada also anticipates implementing a number of other new rates without staging, or at an accelerated rate, but no firm details are yet available.

Tariff changes not implemented in one stage will be spread equally over a maximum of four years, beginning next January 1 and ending January 1, 1972.

In the Antidumping Code, Canada agreed to revise its antidumping regulations, which are of special interest to U.S. exporters, particularly those of aluminum and manufactured steel products. Under the present law to prove dumping, it is necessary only to show that the imported commodity is being sold below the home market price. Under the new law, a Canadian producer will, in addition, have to prove that he was injured or clearly threatened by the alleged dumping. Although it has not been difficult to prove that the imported product was being marketed at a price below that in the producer's home market, it will now be much more difficult to show that economic injury was sustained or imminently threatened at the same time.

Fruit restrictions

Canada also eliminated a regulation prohibiting imports of fresh fruits and vegetables in three-quarter bushel baskets. In addition, Canada ceased applying the Canadian sales tax to the full value of aircraft engines repaired in the United States. The 11-percent sales tax is now applied only to the value of the repairs. Canada also modified restrictive standards applying to aircraft engines repaired abroad.

BILATERAL TALKS WERE AN IMPORTANT PART of the Kennedy Round. Above, the Japanese (l.) and U.S. (r.) delegations talk over special trade problems.

Japanese cuts increase access to resurgent import market

Nation's purchases from abroad jumped 22% during 1966; many 50% industrial tariff cuts of special import to U.S.

Japan's economy has resumed the rapid pace that characterized its growth prior to the slow-down which began in late 1964 and which continued through most of 1965. Once again industrial output is rising rapidly. As a result, imports during the first quarter of 1967 rose 22% over the comparable 1966 period, a further indication of that country's economic resurgence. Japanese Government officials estimate that this year imports may reach $11 billion, on a (Japanese) customs clearance basis, compared to $9.5 billion in 1966. Should the U.S. maintain the 28% share of the Japanese market which it achieved in 1966, our sales to that country could exceed $3 billion (customs clearance basis) in 1967. Japan is our second largest customer after Canada, and our top overseas market.

The tariff concessions resulting from the recently-concluded Kennedy Round negotiations affected hundreds of products and covered U.S. exports to Japan of approximately $1.2 billion in 1964. A considerable portion of the industrial products prominent in our export trade with Japan are covered by 50% tariff reductions, while a smaller number run from 10% to 25%.

Considerable potential

Industrial goods—In this field of perhaps considerable potential significance to U.S. exporters, are the concessions which apply to machinery and parts, electrical machinery, and motor vehicles and parts, where many concessions are 50%. Tariffs on many items in the first two categories mentioned will fall from 15% to 7½%, while cuts on motor vehicles will drop duties on larger wheel-base automobiles from 40% to 20%. With Japanese industrial output presently running well ahead of 1966 and with plant investment expected to expand at high rates well into 1968, demands for imported machinery may be expected to increase in the future. The tariff concessions on machinery, therefore, may benefit American producers and perhaps help them strengthen their market position in Japan relative to that of traditionally strong European competition.

U.S. auto makers may gain

Motor vehicles—These are classified by wheelbase size into three categories and their tariff reductions may mean future benefits for American automobile manufacturers. For one thing, the tariff concessions will result in lowering the base upon which the Japanese Government presently applies its commodity tax on motor vehicles.

Iron and steel and aluminum products—These concessions range from 20%-50% for iron and steel, and 10%-50% for aluminum products. However, concessions on alloy steel products in which the U.S. has considerable interest, were in a less favorable 20%-33% range. The duties on these items, therefore, will drop from 25%-15% to 20%-10%.

On the other hand, negligible benefits will probably accrue to exporters of mineral products, lumber, wood and allied products (except furniture), paper and printed products, categories in which a great number of items are already bound free.

Miscellaneous metal products—Their producers will probably not benefit greatly either, since Japan's imports of those items covered by concessions is very small. Reductions come to 50% for all items in this category and duties will be lowered from a 50%-15% range to 25%-7½%

Scientific instruments, photo, optical, and horological products—These manufactures, may benefit moderately from the 50% tariff concessions on such products. The new duties will ultimately fall to 7.5% of the c.i.f. value.

Textile and allied products—Tariffs are being reduced by 18%-50% in this field, in which the U.S. had a 16% share of the Japanese market in 1965. The U.S. may be able to expand its share of the Japanese market as a result of those reductions. Rates will be reduced from 35%-10% to 30%-5.5%. Specific duties will continue to be applied to certain fabrics.

Chemicals—Concessions on these and allied products were reduced $44 on a weighted average basis. This means that present base rates of duty on a vast number of products in this category will drop from 25%-10% to 12.5%-5% over a five year period.

Soybeans, safflower seeds

Agricultural commodities—The effect which tariff concessions will have on expanding U.S. exports of these products to Japan is of course difficult to assess. However, at least two commodities in which there has been recent domestic producer interest, soybeans and safflower seeds, may find larger markets in Japan as a result of the projected tariff cuts. In the case of soybeans, presently the most important U.S. export to Japan in terms of value, tariff construction will be shifted from the present 13% *ad valorem* duty to a *specific tariff basis*, with a final rate of 2 yen 40 sen per pound, which is equivalent to 0.3¢ or 6% *ad valorem*. The tariff on safflower seeds, an important source of edible oil, will be reduced by 50% to an almost negligible 2½% which should place U.S. exporters in a better position relative to other competing oil seeds (such as sunflower seeds which presently enter Japan duty-free, and are being imported from the Soviet Union in significant quantities).

Eight Western Hemisphere nations joined talks; seven made cuts

No major trading concessions made by Latin, Caribbean nations; several had cut import tariffs during past year

Eight Western Hemisphere countries —in addition to the United States and Canada—participated in the Kennedy Round negotiations. The participating countries included: Jamaica, Trinidad and Tobago, Argentina, Brazil, Chile, Dominican Republic, Nicaragua and Peru. All of these countries granted Kennedy Round concessions except Nicaragua, which refrained in view of its Central American Common Market affiliation.

Generally, the Latin American and Carribbean concessions will not have a major impact on the region's trade, or specifically on U.S. exports to the region. In the last year, both Brazil and Argentina substantially reduced their import tariffs and it is likely these reductions will have a more meaningful impact on their trade than their respective Kennedy Round concessions.

Latin American imports from the United States were estimated prior to the conclusion of the Kennedy Round on June 30th to be in excess of $5 billion in 1967. Increased demand resulting from the concessions may improve this estimate slightly, but a great deal will depend on the efforts of the exporting community in the United States to take advantage of both the favorable conditions existing in most countries, as well as any expanded opportunities generated from KR concessions.

In reviewing the final list of concessions granted by the American Republics, many of the individual schedules show no reduction from the base rate of duty, but are rather bindings of existing rates of duty. This is particularly true of concessions granted by the Dominican Republic, Brazil and Argentina.

The concessions granted by Jamaica will affect $2.8 million of 1964 imports from the United States. About 50 tariff categories were reduced. Jamaica's import rates were generally low to begin with in comparison with many Latin American countries and therefore the concessions granted did not reduce rates radically.

Among the more important tariff concessions were duty reductions of from 16½% to 10% ad valorem on road rollers, coal tar dyes, tanning extracts, various coloring materials, propellant powders, and cellophane film; from 13 to 7½% on hops and waste and used leather; and from 5½% to 3½% on natural and synthetic rubber, various hand tools, wooden tool handles, transmission chains, steam engines and boilers, various agricultural machinery and implements, and metal working and wood-working machines, and tools. Binding of the existing duty-free status was granted on aircraft tires and coke.

Trinidad concessions

The concessions granted by Trinidad and Tobago will affect $1 million of their 1964 imports from the U.S. The concessions list was split between bindings and tariff reductions, with the majority of items of interest to U.S. traders bound at prevailing rates. Of notable interest, unmilled wheat and spelt was bound at duty-free. Trinidad's total 1965 imports of wheat were over a half million dollars. Raw cotton was also bound duty-free. Boiler house plants, including economisers, super heaters, condensers, soot-removers, gas removers and related items, steam turbines and parts of steam turbines were all bound at 10 percent ad valorem. Total trade in these items was approximately $1.5 million in 1965. A particularly good market for printed books and pamphlets exists in Trinidad. In 1965 Trinidad's total imports of books and pamphlets were over $1 million, and as a result of the Kennedy Round concessions, these items will now be bound duty-free.

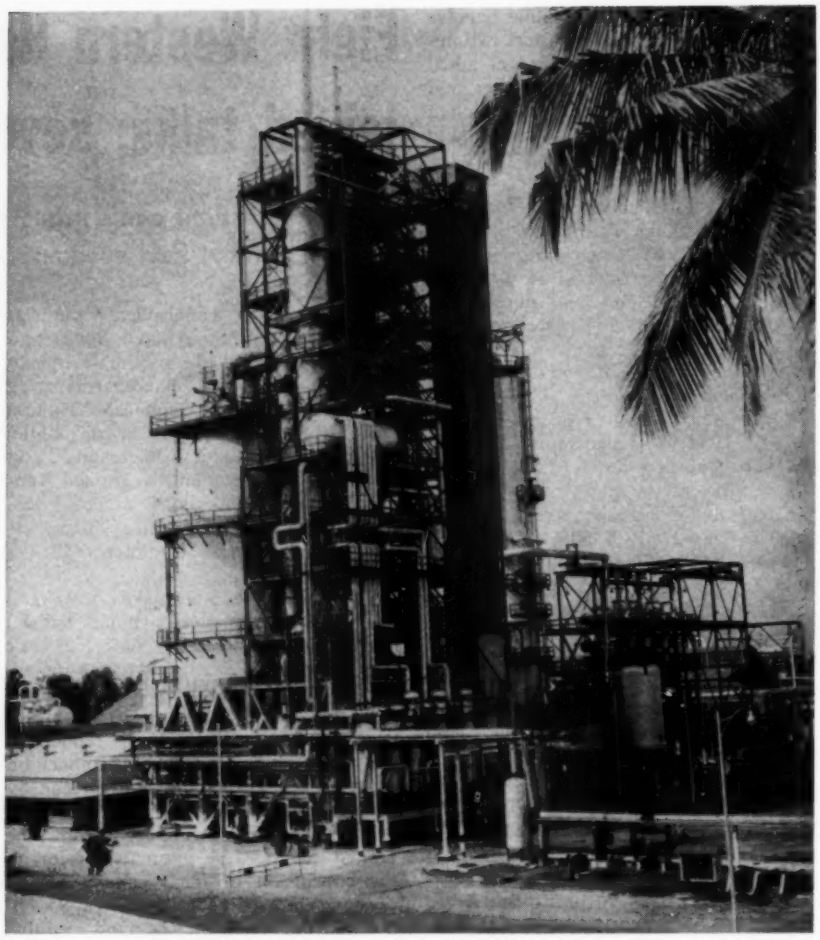
Trinidad reduced cows, heifers and heifer calves for rearing and breeding from TT$10.00 per head to TT$5.00 per head. Items reduced from 25% to 10% include: waste of wool and of other animal hair, jute, natural abrasives including industrial diamonds, stone for industrial uses, asbestos, mica, feldspar, fluorspar, dyeing extracts, zinc and zinc alloys and tanning extracts except synthetic tanning materials. Items bound duty free included: calcium ammonium nitrate, phosphatic fertilizers, n.e.s., un-

worked silver, seeds for planting for horticulture and agriculture, and natural phosphate, ground or unground. Railway track construction accessories to rails and railway and tramway freight and maintenance cars without power equipment were reduced from 10% to duty free.

Argentina's tariff bindings

Argentina's tariff concessions consisted mainly of binding the current rates of duty on a wide range of commodities, following a substantial downward revision of its tariff rates in March 1967. U.S. trade covered by these concessions amounted to $88 million in 1964. Items of major importance upon which concessions were granted included specified chemical and pharmaceutical products, printing and other papers, coal, various iron and steel products, heavy tractors and bulldozers, certain aircraft, specified metal-working machinery, and instruments for measuring electrical and sound magnitudes. Argentina's tariff specific concessions were accompanied by substantial liberalization of its trade controls.

Brazil's only concessions in the Kennedy Round were tariff bindings. The items affected account for $31.1 million of 1964 imports from the U.S., the most important being, with their respective ad valorem rates; dried milk products (12%); malt of any cereal, roasted or not, whole or broken (10%); coal, raw, in bulk or pulverized (15%); cinematographic films, exposed and developed, (Free); wood tar (12%); residual carnallite lyes (Free); and unwrought magnesium and magnesium waste (15%).



TRINIDAD WAS ONE OF EIGHT NATIONS in Latin and Caribbean area to take an active part in the Kennedy Round negotiations. This is part of the Texaco petroleum processing facility in Trinidad.

Chile's concessions

Chile reduced and bound import duties on $6 million of 1964 imports from the U.S. These included: hop cones and lupulin (specific duty reduced from 1.40 to 1.20 escudos per kg. with ad valorem remaining at 30%); bone ash (duty free); optical blanks for the cutting of corrective spectacle lenses (reduced from 65% to 33%); sheet piling of laminated steel, except doubled bent sheet (reduced from 65% to 50%); stainless steel alloy and high carbon steel wire (reduced from 50% to 40%); fish joints and plates for joining rails (reduced from 60% to 30%); water turbines, except Kaplan type (specific duty eliminated and ad valorem reduced from 45% to 23%); compressor heads for compressors of more than 20 HP (specific duty remains at 0.80 escudos per kg. and ad valorem duty reduced from 40% to 30%); and, merchant ships of gross tonnage of more than 5,000 tons (reduced from 5% to 3% ad valorem). Cables of aluminum wire, excluding insulated electric cables, was bound at 45%.

Peru reduced the tariffs on only six items, but all six are of interest and accounted for $5.1 million of 1964 imports from the U.S. These concession items were: Cocks and hens, less than one week old, and those of selected stock for breeding (exempt from specific duty and reduced from 10% to 5% ad valorem); chickens, less than one week old, of selected stock (exempt from specific duty and reduction from 10% to duty free); lard and other rendered pig fat (specific duty reduced from 0.50 to 0.30 soles and the ad valorem duty reduced from 20% to 15%); rubber impregnated textile threads for the manufacture of tires and the like; and, unwrought aluminium. The latter two duties are subject to confirmation and these rates will be announced in future issues.

In all of these items except unwrought aluminium the U.S. is the major supplier. Total trade affected by Peru's concessions amounted to $6.5 million using 1965 trade figures, of which the U.S. supplied $5 million, or 77% of the market.

Concessions granted by the Dominican Republic will affect $6.3 million of 1964 imports from the U.S. These concessions consisted mainly of bindings of the current rates of duty or the duty-free status of about 50 tariff positions. Items of major trade interest included crude petroleum, diesel and gas oil, heavy fuel oil, paraffin and mineral wax, specified glass manufactures, clocks and watches, iron and steel construction forms, tin plate, iron and steel pipes and pipe fittings, surgical and dental instruments, various medicinal and pharmaceutical products, specified chemicals, road-maintenance equipment, motors, steam boilers and related sources of motive power, agricultural tractors, air craft, prepared milk for infants or invalids, and prepared soups and broths.

Sweden offers excellent opportunities for new U.S. chemical processing equipment

October Stockholm Trade Center exhibition will give American makers a springboard to cash in on growing investment in the chemical industry

American industry will have a good chance to boost its 14% share of Sweden's $18-million market for chemical processing equipment by joining the U.S. Department of Commerce this fall in a special exhibition at the U.S. Trade Center in Stockholm.

The exhibition, set for Oct. 19-25, is an export sales service of the Department's Bureau of International Commerce. The event will bring the newest in U.S. chemical equipment and mass production techniques into an area of accelerated industrial modernization.

Heavy investment is being poured into Sweden's chemical industry. Market studies show that last year investment in chemicals reached almost $170 million.

Sweden has been expanding its exports of chemical products. Exports of chemicals in 1966 were valued at $165 million, up 15 percent over 1965. Over one-half of Sweden's chemical exports go to other countries in the European Free Trade Association.

The Swedish chemical industry employs more than 32,000 people in some 300 plants. With the exception of potash and soda, the country has become almost self-sufficient in most heavy inorganic products. Large gains also are being made in the organic field, especially in drugs and plastics.

Sales prospects in Sweden for advanced U.S. chemical processing equipment are excellent. About 30 percent of the country's chemical requirements now must be met by imports. As the industry expands to high capacities and greater automation, it needs more equipment that is not readily available domestically. Imports of chemical processing equipment in 1966 totaled $18 million. The U.S. share of the market was about $2.5 million.

Many of the conditions that make Sweden an attractive market for U.S. chemical processing equipment also apply in the other Nordic countries of Denmark, Finland and Norway.

Among products which offer especially good business potentials are liquid filtering equipment, cooling equipment, drying apparatus, and heat-treatment equipment.

Sweden's growing chemical industry also needs distilling and rectifying apparatus, ceramic retorts and crucibles, containers for chemicals, and filters for purification of gases.

U.S. exhibitors in the Stockholm show will have the benefit of a vigorous market development program to attract buyers from Finland, Sweden, Norway and Denmark. An agency-finding service for firms not represented in the area also has been initiated.

U.S. makers of chemical processing equipment have been successful at selling abroad through past Commerce export promotions. As an example, 41 U.S. firms in a show of chemical processing equipment at the Milan Trade Center last October did $66,400 in floor business and estimated the show would bring them $2.2 million more within a year.

Of the 12 firms seeking agents to represent them on a long-term basis, 7 firms signed a total of 11 agents during the show. Eleven additional agency agreements were under negotiation at show's close.

American manufacturers interested in taking part in the Stockholm show may obtain more information from the Bureau of International Commerce (code 926), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-3957), or from any of the Department's 42 Field Offices.

IPACK-IMA adds film contest to list of fair attractions

An international exhibition of technical documentary films is being organized by the management of the Italian packaging, materials handling, and food processing fair, IPACK-IMA, in cooperation with Italian mechanical and graphics trade associations. IPACK-IMA will be held in conjunction with a materials handling equipment show at the U.S. Trade Center in Milan, Oct. 4-10.

Industrial films having to do with the equipment and techniques to be displayed at the fair will be shown at the fair, with prizes for technical and artistic excellence. Entries will be accepted until Aug. 15 by the General Secretariat of IPACK-IMA, Via Carlo Ravizza 63, Milan, Italy.

EXHIBITION BRIEFS *WORLDWIDE*

HEATING AND AIR CONDITIONING TECHNIQUES SHOW, PARIS, May 16-25. 310 exhibitors, over 100 of whom came from ten foreign countries. FIVE U.S. EXHIBITORS, two direct and three through French agents or subsidiaries. Attendance 300,000, with fully half in the trade. Foreign visitors 6000, mostly from Common Market countries and Great Britain. Greatest buyer interest concentrated on air conditioning equipment. Exhibitors of U.S. products pleased with sales contacts and other results of show. No date set for next show; may not be continued in view of the fact that five large similar shows are regularly held in Europe.

INTERNATIONAL SWEDISH TRADE FAIR, GOTEBORG, May 19-28. 1216 exhibitors, down slightly from 1966 edition, 709 foreign and 507 Swedish. 35 AMERICAN FIRMS, down by three from last year, all represented by Swedish agents. Attendance 152,000, including 63,000 buyers from 37 countries. Participants showing American products generally thought results excellent. Exhibitors consider their participation inexpensive and well worthwhile. Next fair, May 1968.

INTERNATIONAL PACKAGING EXHIBITION "PAKEX," LONDON, May 22-26. 478 exhibitors, 167 from 18 countries outside the United Kingdom. 14 U.S. FIRMS, represented by British and continental subsidiaries and agents. Attendance from U.K. 32,939, and from overseas 2111, both down slightly from 1965 show, which ran two days longer. PAKEX is a major packaging exhibition, and U.S. firms considered their participation successful. Next exhibition will be the first on a triennial, rather than biennial, schedule, occurring in May 1970.

INTERNATIONAL CLOTHING TEXTILE FAIR "INTERSTOFF," FRANKFURT, May 23-26. 471 exhibitors, 323 from 15 nations outside Germany, both new records. Another 56 firms represented by other exhibitors. 13 AMERICAN EXHIBITORS, up from eight in the spring 1966 show. Attendance nearly 12,000, limited to the textile industry and trades, another new record. Foreign visitors up considerably to 5232. Comments by U.S. firms favorable. INTERSTOFF appears to be a good place for U.S. manufacturers to crack the traditionally tough European textile market. Next fairs, Nov. 21-27, May 21-24, 1968, and Nov. 19-22, 1968.

Nations are purchasing more goods from U.S.

American share of imports declines, however, in many of our leading markets

New records were set by U.S. exporters in 29 of the free world's 48 major importing countries during the last 12 months for which current statistics are available. Our market position, however, advanced or held level in only a third of these areas.

Gold and foreign exchange reserves of the developed countries shown in the adjoining table were about $900 million, or 2% higher at the end of March this year than at the same time last year. In the selected developing countries for which data are presented, a gain of around 1% in this period represented an improvement in holdings of $65 million.

World imports rise

The bulk of the world's leading trading countries continued to import more foreign goods in the last 12 months than in the preceding year. Among the major industrial nations, the highest rates of increase were recorded by Japan, Italy, Canada, and France.

Japan was the only one of this group to step up the pace of its foreign purchases. Under the stimulus of record levels of economic activity, goods entering Japan advanced over the previous period by 19% in the 12 months ending April 1967. Italy has also enjoyed a strong business expansion that has kept imports growing rapidly. Sharp increases in industrial production and buoyant demand for both consumer and investment goods boosted the value of goods purchased in foreign countries through April by a sixth.

Canada's purchases continued to climb at a rapid pace through March. The slowing in its economy this year, however, has had some moderating effect on the rate of increase in goods entering the country. Weakening demand has caused a similar easing in French imports. Arrivals of foreign supplies into that market through May, nevertheless, showed a 12% rise over the level in April 1965-May 1966. Among the other developed countries, the fastest import advance was shown by Norway and Yugoslavia each of which absorbed 16% more foreign merchandise.

The largest relative increases recorded in imports were in a number of developing countries. Of those for which some 1967 data are now available, the Republic of Korea and Brazil showed exceptionally rapid advances. Korea's import spurt of more than a half was the highest growth in Asia. Foreign exchange earnings there have been bolstered by that country's successful role as a supplier of low-priced export items, by development loans from the United States, by financial assistance from Japan and other countries, and by our purchases for Viet-Nam. Reflecting the substantial rise in economic activity in 1966, Brazil's imports climbed by over a third.

Sizeable import gains of about an eighth were recorded by Turkey, Iran, and Portugal. Turkey's rapid industrial growth continued to require increasing quantities of raw materials and machinery from overseas suppliers.

The Federal Republic of Germany, plagued by an economic downturn, was the only major industrial country to show a reduction in the level of its foreign purchases. With weakness in consumer demand for durables and reluctance of private industry to make new investments, the country's imports in the 12 months ending May fell below the previous year's value.

In the United Kingdom, where the Government followed a policy of holding down economic growth through income control and other measures, imports moved up only slightly in the last year. Part of the small advance was attributable to the removal of the country's remaining surcharge on foreign merchandise at the end of November.

The economic slowdown in several important Western European markets contributed to a slackening of growth or deeper cuts in imports. Loss of forward economic momentum by the Netherlands and Belgium-Luxembourg led to reduced buoyancy in purchases abroad. Easing of business activity in Sweden likewise limited the rise in arrivals of goods, while in Denmark and Finland it led to larger reductions in imports.

Deceleration in Spain

The sharp deceleration in Spain's import growth to 3%, compared with the 20% reported in this series three months ago, was largely a consequence of government measures to counter the large trade imbalance. Weakening of industrial output this year, following a high rate of expansion in 1966, contributed to dampening purchases from other countries.

After slackening steadily since mid-1966, India's imports fell by 5% in the 12 months ending January. Reduced agricultural output and farm income exerted a depressing effect on various other sectors of the economy. The decline in imports could in large part be accounted for by a reduction in the growth of the economy and in export earnings with which to finance foreign purchases.

A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in INTERNATIONAL COMMERCE. *The preceding world market report appeared in the issue of Apr. 24.*

A tabulation on these countries is given on pages 28 and 29. Current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of various countries, are discussed herewith.

The article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

About three-fifths of the 48 major trading countries for which reasonably current data are available bought more goods from the United States in the latest 12-month reporting period. Nevertheless, our share of the import market deteriorated in nearly two-thirds of these areas. American exporters expanded sales to six of our top ten country markets, but the relative U.S. position improved in only one, Canada.

Partly as a result of rising shipments under the automotive trade agreement, our northern neighbor purchased an additional 17% from us through March compared with a 13% expansion from all exporters. France and Japan bought substantially more here, but arrivals from other supplying countries climbed at an even faster rate. The strong demand for aircraft and electrical equipment in both countries, together with industrial materials in the case of Japan, sparked higher levels of trade with the United States. Our shipments to the United Kingdom, the Netherlands, and Mexico were only slightly higher than in the preceding 12 months with the result that our position in each of the three markets deteriorated a little. In the remaining four leading destinations for U.S. exports—Germany, Italy, India, and Australia—our shipments showed moderate declines, leading to slippage or, at best, a leveling in our shares.

Developing countries

The value of U.S. goods received by several principal developing countries expanded at high rates, leading in most cases to a rise in our share position.

The improved U.S. share of the import markets in Brazil and Thailand was to some extent the result of our stepped-up assistance programs. Brazil's heavy increase in imports from this country stemmed in considerable part from purchases against the $180 million in new AID loans last year and from the favorable effects of the November 1965 guarantee agreement on U.S. investments. Import gains in Hong Kong reflected rising purchases here to supply materials for expanding factory output.

The tapering of growth in parts of Western Europe, notably the Low Countries and most of Scandinavia, had a more adverse impact on purchases from the United States than from other suppliers. Imports from this country traditionally include a relatively heavy component of capital equipment, and demand for such products is most affected by an industrial slowdown.

The drop of a sixth in Yugoslavia's imports from this country, coincident with a boom in total imports, was due mainly to the reduction in purchases under PL-480 programs by that country. In contrast to a leveling in deliveries from other sources, the value of our goods entering Pakistan fell by a fifth. Reduced PL-480 and AID shipments were a major factor in the decline in arrivals from the United States.

Reserves increase

Gold and foreign exchange reserves of the 48 leading trading countries increased slightly to $50 billion at the close of the first quarter of 1967 from their level at the same time a year earlier. Though its holdings fell from their fourth-quarter peak, German reserves showed the largest year-to-year rise. The $769 million improvement resulted principally from a substantial gain in foreign sales and a recession-induced cut in imports.

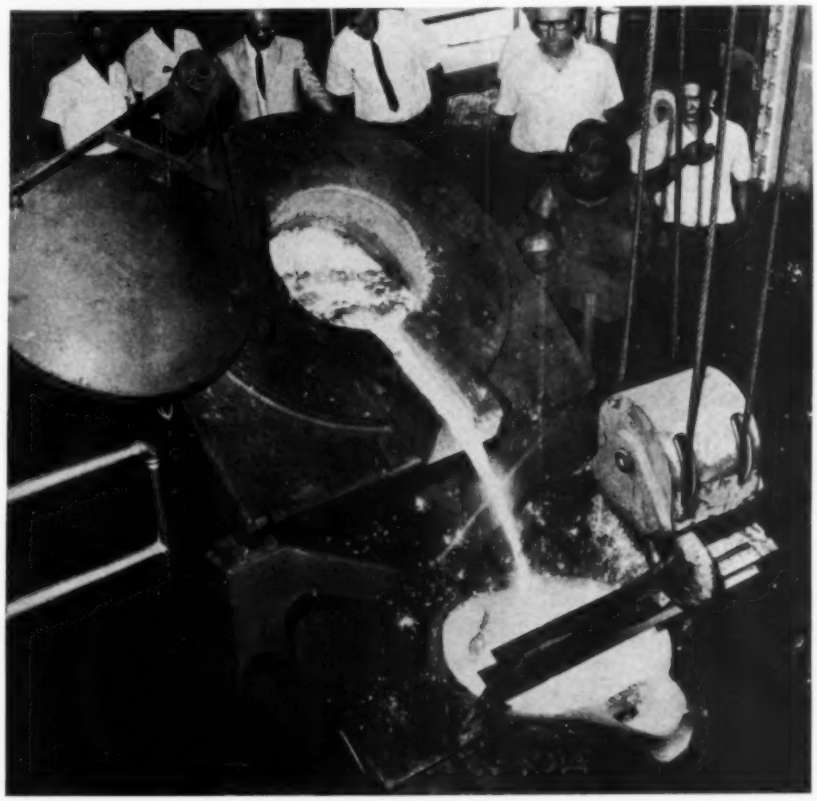
France lost reserves again in the first quarter due to a growing trade deficit. Sizable gains realized in the second and third quarters of 1966, however, made possible an increase over the March 1966 level of $259 million. Italy's reserve position has also weakened since last fall as imports outpaced exports but, as in France, there was a gain over the previous March.

The United Kingdom, Canada, and Spain were the principal losers of reserves among the developed countries. After falling for three quarters, the United Kingdom's reserves recovered somewhat in the first three months of 1967; nevertheless, they remained $314 million below the March 1966 total.

An improvement in its trade position enabled Britain to repay outstanding loans to various central banks. In Canada, the year-to-year decrease of $217 million stemmed from an outflow of short-term capital and a deterioration in the invisibles account. Spain's reserves fell by $228 million, as remittances from abroad and the inflow of investment funds failed to rise enough to offset the growth in imports.

Among the developing countries, the biggest advances were recorded by Thailand and Korea. In both countries, the increases stemmed in part from added earnings from U.S. outlays for Viet-Nam. Pakistan's holdings declined by $100 million as foreign exchange had to be spent on wheat and rice imports to make up for crop shortages.

PHILIPPINE LICENSEE OF A U.S. FIRM has just supplied a Manila foundry with new furnace, shown below. Fabricator is Engineering Equipment, Inc., licensee for Inductotherm Corp. of Rancocas, N.J.



World

The 48 markets shown below accounted for 89% of 1966 imports into all free-world foreign

Value in millions of dollars

Published

Country	1966 imports			1967 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1966	1967
Germany, Fed. Rep.	18,168	2,295	12.6	May	6,919	732	10.6	− 4	− 4	7,250	8,019
United Kingdom	16,671	2,024	12.1	May	7,511	930	12.4	+ 3	+ 2	3,573	3,259
France	11,843	1,200	10.1	May	5,390	562	10.4	+12	+11	6,461	6,720
Canada	9,930	7,186	72.4	Mar.	2,538	1,893	74.6	+13	+17	2,898	2,681
Japan	9,523	2,658	27.9	Apr.	3,651	1,021	28.0	+19	+13	2,154	2,122
Italy	8,571	1,049	12.2	Apr.	3,191	356	11.1	+15	− 1	4,603	4,767
Netherlands	8,016	910	11.4	Apr.	2,728	287	10.5	+ 4	+(1)	2,369	2,420
Belgium-Luxembourg	7,174	569	7.9	May	2,948	236	8.0	+12	+ 2	2,279	2,318
Sweden	4,574	427	9.3	Mar.	1,187	107	9.0	+ 2	− 2	1,012	989
Switzerland	3,945	357	9.0	May	1,694	141	8.3	+ 7	+ 1	2,830	3,108
Australia	3,636	904	24.9	Mar.	963	234	24.4	− 3	− 3	1,565	1,507
Spain	3,591	609	17.0	May	1,502	250	16.7	+ 3	− 5	1,265	1,037
Denmark	2,990	237	7.9	Apr.	1,044	81	7.8	+ 6	−10	622	588
India	2,748	1,030	37.5	Jan.	195	50	25.8	− 5	− 4	626	638
South Africa, Rep. of.	2,530	449	17.1	....	...	...	....	− 6	−12	684	710
Norway	2,403	180	7.5	Apr.	921	53	5.7	+16	+ 6	456	521
Austria	2,328	101	4.3	May	943	34	3.7	+ 4	−10	1,250	1,350
Hong Kong	1,767	191	10.8	May	802	97	12.1	+22	+27	(2)	(2)
Finland	1,726	97	5.6	Mar.	420	22	5.3	+ 7	−12	248	162
Mexico	1,605	1,026	63.9	Mar.	402	260	64.5	+ 3	+ 1	542	576
Yugoslavia	1,574	200	12.7	Mar.	397	37	9.3	+16	−16	92	106
Brazil	1,497	590	39.4	Mar.	375	136	36.3	+36	+52	428	384
Venezuela	1,331	681	51.2	....	...	...	....	− 8	− 8	819	773
Singapore	1,328	69	5.2	Feb.	223	10	4.6	+ 6	+ 7	(2)	(2)

Note: The countries shown above include the 48 major importers of U.S. merchandise in 1966 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for the following: Australia, Canada, New Zealand, Panama, Republic of South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

market report

markets and 91% of imports from the United States.

quarterly

Country	1966 imports			1967 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1966	1967
Greece	1,223	131	10.7	Mar.	267	26	9.7	+ 5	+15	269	266
Thailand	1,162	435	37.4	....	...	...	....	+53	+214	828	988
Argentina	1,124	257	22.8	Apr.	335	78	23.4	− 1	+ 7	280	256
New Zealand	1,096	122	11.2	Mar.	269	27	10.2	−(1)	−12	106	102
U.A.R. (Egypt)	1,070	212	19.8	....	...	...	....	+15	+13	172	138
Ireland	1,043	98	9.4	Mar.	281	23	8.0	+ 4	+ 8	441	487
Portugal	1,012	79	7.8	Apr.	282	21	7.3	+11	+ 1	1,001	1,102
Philippines	957	325	34.0	Feb.	171	59	34.8	+ 2	+ 1	189	160
Iran	930	172	18.5	Feb.	185	38	20.5	+12	+22	266	240
Pakistan	898	266	29.6	Apr.	376	116	30.9	+(1)	−19	279	179
Israel	840	222	26.4	Mar.	208	61	29.3	− 4	−11	665	622
Peru	817	321	39.2	Mar.	208	78	37.5	+ 9	+ 4	159	143
Turkey	726	180	24.8	Apr.	222	39	17.6	+13	+ 8	135	113
Korea, Republic of	716	254	35.4	Feb.	132	42	32.2	+51	+32	158	274
Colombia	674	324	48.0	....	...	...	....	+49	+49	78	121
Taiwan	622	167	26.8	Jan.	57	23	40.4	+ 9	− 5	295	346
Kuwait	463	97	21.0	....	...	...	....	+23	+26	136	162
Trinidad and Tobago	457	65	14.1	Feb.	74	9	11.7	− 2	−23	(2)	(2)
Jamaica	321	116	36.2	....	...	...	....	+ 9	+27	113	117
Panama	253	104	41.0	....	...	...	....	+13	+12	31	[3]36
El Salvador	220	71	32.4	....	...	...	....	+10	+14	70	75
Guatemala	207	86	41.8	....	...	...	....	−10	−11	88	67
Nicaragua	182	83	45.5	....	...	...	....	+14	+10	64	59
Costa Rica	179	70	39.0	....	...	...	....	+(1)	− 2	19	20

[1] Less than 0.5%.

[2] Not available.

[3] End of December 1966.

Source: Official trade statistics of listed countries.

International Monetary Fund, International Financial Statistics.

Memphis medical supply company wins 'E' for doubling exports by changing selling techniques

Richards Mfg. Co. sells bone-corrective and ear treatment instruments through Trade Center shows, multi-lingual advertising

Richards Manufacturing Co., of Memphis, has surmounted strong local competition to establish international markets for its orthopedic and otological instruments. The company's success in exporting has won for it the Presidential "E" award.

Richards faced competition from medical supply firms in England, Japan and West Germany, that had already established worldwide markets. Also, other American companies had local operations in England, France and West Germany.

Richards changed its exporting tactics approximately three years ago and since that time has watched export sales more than double in volume, and climb from less than 11% to more than 15% of total company sales.

The firm accomplished this through several methods suggested by the Memphis Field Office of the Department of Commerce.

Richards exhibited its entire product line at the U.S. Trade Center in Stockholm in June 1965. The company president then visited seven European countries to interview firms that might be potential distributors. As a result of these visits, distributorships were established in all seven countries.

Later that year a company representative attended the Eighth International Congress of Oto-Rhinolaryngology in Tokyo. This time, four countries were visited and four distributorships established.

Company officials also visited Canada and set up a branch office in Toronto.

Richards feels it has solved the problem of pricing within its various markets. The price structures vary due to tariffs and the competition in existence within each market. Originally Richards' products were priced the same in all markets. But the company discovered it could increase sales by varying the price as the market dictated.

The major portion of sales to foreign distributors and customers is on open account. In the earlier stages of Richard's exporting the company required either payment before shipment or letters of credit. The use of open account credit terms has eliminated red tape, benefited customers by removing the cost of establishing letters of credit, and simplified the handling of documents. The remaining portion of accounts payable is done on letters of credit to those whom the World Trade Directory Reports have not indicated as thoroughly reliable.

Because time is a major factor in the supply of medical equipment, some 90% of all Richards export shipments are by air parcel post or air freight. This provides many major countries with requested goods within seven days, and eliminates the need for large inventories by distributors.

Relationships with dealers have been improved by changing from representatives to exclusive distributorships. Richards expanded its advertising facilities to furnish all distributors and customers with catalogs and brochures free of charge. The company also furnishes layout materials consisting of photographs, negatives and art work for foreign language brochures. Also in support of distributor efforts, the company has begun a limited mailing program to individual doctors and hospitals within a distributorship.

Richards has found it practical and profitable to adapt its products to foreign requirements. The company has changed some of its electrical equipment to 220 volts because this is what foreign users generally require. It recently produced an ear prosthesis from platinum in response to a request from a Brazilian doctor, even though it had never worked in that metal before.

The "E" certificate and flag were presented by Claude W. Courand, of the Department of Commerce's Bureau of International Commerce, and accepted by company president H. T. Treace at a luncheon meeting of company officials, area businessmen, REEC members and members of the U.S. Trade Mission to Brazil, which Mr. Courand led.

'E' CERTIFICATE is presented to Harry Treace (l.), Richards' president, by Claude W. Courand, director of the American Republics Division, Bureau of International Commerce, Department of Commerce.

Results of LAFTA Complementation Agreement

The first and best known complementation agreement in LAFTA was for statistical machines which became effective late in 1962. So marked has been the expansion in zonal exports of statistical machines that in 1965 this item became the No. 1 export of the zone in the machinery category.

In 1962 intra-zonal exports of statistical machines were valued at $164,000. They expanded to $1.5 million in 1963, fell off to $1.4 million in 1964, but in 1965 increased again to $2.5 million. Practically all of the intra-zonal exports came from Argentina until 1965, when Brazil exported $700,000 worth, or about 25% of the total.

Mexico was the leading importer of statistical machines, taking half of all such imports in 1965.

One feature of complementation agreement theory is that an interchange of machines and parts is promoted. Data for 1965 appears to lend support to this thesis. For example, Argentina exported $1.8 million but imported $300,000; Brazil exported $700,000 but imported $200,000.

The complementation agreement also includes concessions for paper and punch cards used by the statistical machines. However, as of 1965 no zonal trade in these items had been registered within LAFTA.

LAFTA Foreign Ministers to study varied integration proposals

Asuncion conference expected to take first concrete tariff steps toward Latin Common Market endorsed by hemisphere leaders

The LAFTA Foreign Ministers will meet in Asuncion, Paraguay Aug. 28 to initiate the first concrete measures to implement the agreements made at the Punta del Este Summit meeting.

The Permanent Executive Committee (PEC) of LAFTA has been meeting frequently for the past several weeks, considering various aspects of the Summit decisions, in preparation for the Minister's meeting. Some of the general proposals which have been put forward that will be discussed include:

- The tariff reduction process should take place in stages; it will be subject to review and modification in the light of developments;
- Extremely high tariffs should be reduced to a predetermined level first;
- Differential rates of reduction should be applied to each of the three country groups, with the faster reductions being available to the less developed countries;
- Quantitative restrictions should be reduced parallel with tariff reductions;
- Some product sectors will probably receive exceptional treatment; these sectors and the degree of exception should be specified;
- Safeguard provisions similar to those in Chapter VI of the Treaty of Montevideo should be adopted;
- The progress both in automatic tariff cuts and toward common tariffs should be reasonably simultaneous.
- Greater uniformity among members in such things as product nomenclature, types of tariff duties, origin requirements, and similar documentation matters should be obtained.

Regarding the question of reciprocity, various mechanisms are being considered to assist those countries whose exports do not expand nearly as rapidly as their imports from the Zone. This could be accomplished either by an automatic scheme or through the stimulation of investment in such countries. In this context the PEC is discussing such critical considerations as the over-valuation of a country's currency and the need for corrective action.

There is a possibility that action will also be taken to establish a "margin of preference" more or less across the board, and also that a resolution will be adopted pledging no new increases in restrictions, as called for by the Declaration of the American Presidents.

U.S. export shippers' declarations exempted by Philippine Government

U.S. exporters are no longer required to furnish Philippine Consulates with authenticated copies of Shipper's Export Declarations (SED's) for shipments to the Philippines.

The exemption for U.S. exporters corresponded with the expiration of Article I of the U.S.-Philippine agreement on customs administration (see INTERNATIONAL COMMERCE, Jan. 16, p. 46) under which special arrangements were instituted for a six month period beginning Jan. 16 for U.S. exporters to obtain authenticated copies of certain SED's from the U.S. Bureau of Customs for presentation to Philippine Consulates in this country.

EXECUTIVE SECRETARIAT OF LAFTA discusses agenda for Foreign Ministers Conference in Asuncion.

Worldwide Business Outlook pages 32-34

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Government of **Chile** reportedly will invest almost $25 million this year on imported vehicles and spare parts. Imports may include: 1,500 automobile chassis for private buses; 500 chassis for eight- to twelve-ton trucks; pieces and parts for 2,000 additional trucks to be assembled in Chile; 200 buses with various body types for interurban, tourist and school services, and 1,000 motors with transmission to be used in reconditioning buses and taxis . . . The volume of business in hydraulic and pneumatic systems in **France** increased 15% in 1965 and another 15% in 1966. Prospects for the coming five years are very good. Also in France, the volume of business in compressors increased 18% in 1966. Prospects for 1967 are good; the volume of business in steam and gas turbines increased 27% in 1966, and 1967 should be just as good. . . . The **Greek** Government has approved the application of the Goodyear Tire and Rubber Co. to establish a $12 million plant in Attica to manufacture automobile and tractor tires. Start-up is scheduled to take place within 30 months. The Greek Government has also approved an application by Esso-Pappas for an $11 million expansion of its existing facilities in Thessaloniki. New installations include a unit for the production of liquefied petroleum gas and a unit for recovering sulphur from the oil refining process. . . . **Iran's** Central Bank has announced that imports of ozalide paper and colored sheet glass no longer need prior approval by the Ministry of Economy. . . . Mayflower of Oklahoma is due to begin oil exploration in the Zeklag area in the south of **Israel** in partnership with two local companies. In the first stage, Mayflower will invest $500,000, representing 50% of the total investment. The remainder is equally shared by the other two partners—The National Oil Co. and Paz, Ltd. . . . New automobile sales in **South Africa** for the first five months of 1967 exceeded the comparable 1966 period by over 10%, and if present trends continue the year's sales may reach a record 150,000. From January through May new automobile sales amounted to 59,653 units; of this total, U.S. companies held slightly over 56% of the market. Commercial vehicle sales are also significantly higher—almost 18%—over the corresponding 1966 period. . . . Hispanoil, a group of three **Spanish** firms, has been granted a 35-year concession in a 3,900 square mile area of Kuwait, belonging previously to Kuwait Oil Co., owned by Gulf Oil and British Petroleum Co. Kuwait Petroleum will retain 51% of the concession if oil is discovered. . . . All **Tanzanian** exchange regulations against **Kenya** and **Uganda,** imposed earlier this year to prevent the flight of capital in the wake of Tanzania's nationalizations, have been lifted. East African banks have now been authorized by the Bank of Tanzania to exchange at par Tanzania bank notes in any amount received from individuals or commercial banks, thereby eliminating the necessity for special provisions governing the exchange of currency in border areas and for travelers from Tanzania.

COPPER PRICE EFFECT

Chile's trade on rise

U.S. share of import market rises despite vigorous European competition

By HARRY R. ZERBEL
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Continuing strong world copper prices are expected to keep Chile's foreign trade at high levels during 1967, despite some leveling off in the nation's export showing. The Chilean Central Bank has optimistically forecasted a rise in imports from $710.4 million in 1966 to $827.7 million in 1967.

The estimate is based on an assumption that world prices of copper, which weigh heavily upon the Chilean balance of payments, will hold up and average approximately $.45 per pound on the London Metals Exchange during 1967.

According to official Chilean customs data, exports, favored by exceptionally high copper prices rose to $880.8 million in calendar 1966 from $687.9 million in 1965. Declines in copper prices during the first four months of 1967 could keep the value of exports during the entire year below the forecast level of $920 million, and may in fact decline slightly to perhaps $870 million.

Despite the leveling off of exports, a significant increase in imports is still probable during 1967.

More money on hand

Other factors permitting an increase in imports in 1967 include the fact that the availabilities of foreign exchange to the commercial banks and the Central Bank improved greatly during 1966, reportedly by some $160 million; the foreign payments arrears were virtually eliminated; the waiting period for foreign exchange coverage was reduced from 120 days at the beginning of 1966 to 60 days in January 1967; and there are prospects for a significant increase in loans and investments in Chile during 1967, particularly in copper and iron ore mines and in factories producing steel and plastic materials.

Foreign competition increased in 1966 and resulted in a rise in Chile's imports from Europe, which had declined during 1963 and 1964. There was only a slight change in trade with LAFTA countries, but efforts are being made to step up trade with LAFTA, especially in manufactured goods under complementation agreements and clearing arrangements with various countries.

The U.S. share of the Chilean market apparently rose slightly in 1966 to 39.4%

from 39.2% in 1965 and 36.6% in 1964. In absolute terms U.S. sales were close to $275 million in 1966.

Despite certain factors limiting U.S. sales to Chile, imports from the United States in 1967 are expected to total close to $300 million. These limiting factors include:

- a reduction in U.S. assistance programs to Chile;
- strenuous efforts by European suppliers to expand their exports to Chile, including the granting of favorable credit terms;
- a leveling off and possible decline in Chilean export receipts;
- overall limitations on financial credits by U.S. official and private lending agencies; and
- an official Chilean policy of trade diversification designed to avoid excessive dependence upon any one supplier.

Despite all this, other factors should keep Chilean trade with the U.S. on a high level. Although Chile renounced a U.S. program loan for 1967 on Dec. 21, at the beginning of 1967 there was an unspent balance of close to $45 million left from the $80 million 1966 program loan.

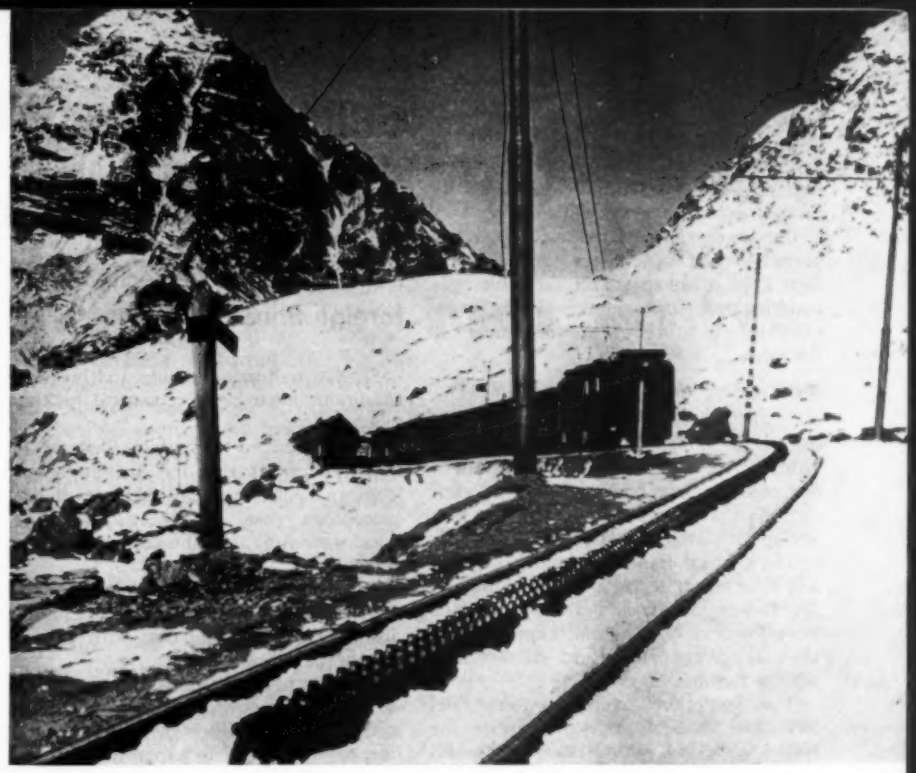
While a large part of these funds have reportedly been spent or committed, their availability has helped the flow of U.S. exports to Chile during the first half of 1967.

Receipts from copper were high during the last nine months of 1966 and the first quarter of 1967. During this period the commercial backlog was virtually eliminated, and the waiting period for exchange coverage was reduced to only 60 days.

With bank reserves of foreign exchange up sharply, only a precipitous decline in copper prices could create the need for Chilean Government measures seriously restricting imports. Present plans of the Central Bank, however, are to permit 1967 imports to exceed 1966 levels by 15%.

One serious problem in expanding U.S. exports to Chile is that of credit. A large portion of Chilean public and private purchases of capital equipment is being purchased under long-term credits of eight or more years.

U.S. lending agencies such as Eximbank are heavily involved in Chile through the granting of loans such as: $51 million for steel expansion by CAP; $18.5 million to LAN airlines; $145 million for copper expansion including $110 million for El Teniente and $35 million for Andina (Cerro); $12 million to Madeco's copper wire and steel plant; and $2.5 million for the expansion of *Compac's* output of petroleum pipe.



RAILROAD EQUIPMENT IS ONE OF CHILE'S MOST NEEDED import items, according to a recent study. This Andean railway illustrates the natural obstacles which hamper commerce between sections of Chile.

For ordinary commercial loans, Eximbank or FCIA do not ordinarily exceed five-year terms in granting credits. European firms are reportedly offering good customers in Chile longer and sometimes better terms than U.S. lending agencies.

One area of great competition is government procurement. In this area U.S. equipment is not moving as rapidly as it might, principally because public agencies are required to ask for over eight-year credits in order to avoid debt renegotiation limitations on supplier credits which are enforced by the Central Bank.

European lending agencies permit their suppliers to compete vigorously in this field. Foreign credits, other than AID and Eximbank credits from the United States, are available to Chilean importers from West Germany, Finland, Italy, France, Spain, United Kingdom, USSR, Japan, the World Bank, and the Inter-American Development Bank.

These credits are usually available through the Central Bank or through CORFO on terms which vary with each country. There are also numerous credits with private banks in operation in Chile.

Another favorable development is the prospect for an increase in equity capital and loan funds for investment purposes. Approximately $750 million is scheduled to enter Chile from abroad during the next four years for large projects developed by companies such as: El Teniente (Braden), Anaconda, Cerro, Continental, CAP, Bethlehem, ITT, Dow, General Cable, Parsons and Whittemore, Harbison Walker and Ralston Purina.

While the bulk of these investments or credits are in copper, iron ore or steel, there are various projects in other areas including copper processing, petrochemicals, plastics, fertilizers, cellulose and paper, metallurgical industries and livestock feed.

Chile's import system has undergone some modifications during the past year,

Ethiopia address

The mailing address of the Ethio-Swedish Building Information Center in Addis Ababa is P.O. Box 518, Addis Ababa. As mentioned in last week's INTERNATIONAL COMMERCE, the Center is inviting building firms from all nations to display their goods in rented exhibit areas or their sales literature in the Center's library.

but the essential restrictions and controls remain. Chilean Central Bank officials insist maintenance of these controls is necessary because the country's import requirements substantially exceed its foreign exchange availabilities.

Imports are still limited to items on the permitted list, which was revised as of Jan. 2 in order to reflect tariff changes resulting from the adoption of the Brussels Nomenclature at the beginning of the year.

Most don't change

Most tariff rates and import taxes and surcharges under the new tariff remain virtually the same as previously, but a few changes have occurred and the various charges have been consolidated into one specific and one ad valorem duty.

The Central Bank continues to collect and hold prior deposits on most imports for at least 90 days, but these deposits were lowered on essential capital goods for mining, agriculture and industry during the summer of 1966.

The reductions averaged more than 50% and brought prior deposits to the following level: mining equipment, 1%; agricultural equipment, 0 to 20%; automotive industry equipment, 10%; machine tools, 10%; canning equipment, 10%; and construction equipment, 1%.

A recent study listed the 24 most promising items for trade with Chile, including business machines, valves, construction equipment, railroad equipment, aircraft, trucks, electronic and telecommunications equipment, crude oil, tinplate, and looms.

Very good outlook

The general opportunities for U.S. trade with Chile are very good. In recognition of this fact, the U.S. Department of Commerce will stage a commercial exhibition at Los Cerrillos Park near Santiago October 7-22. Types of equipment to be shown include construction machinery, agricultural equipment, pharmaceuticals, industrial equipment, electronic and control equipment, mining equipment, automotive equipment, sporting equipment, sewing machines, and power tools.

Obstacles to greater U.S. trade with Chile include inflation, elaborate import controls, financing and credit limitations, payment delays and stiff foreign competition.

Suppliers willing to study carefully the Chilean import opportunities and diligently pursue the opportunities offered may find the experience rewarding. The Chilean market is gradually expanding and may offer continuing prospects during the next few years.

General upswing brightens current Sicilian business outlook

Petroleum and petrochemical industries lead broad advance; foreign firms are playing a large role in economic activity

Sicilian industrial activity and business conditions have made a general pick-up this year.

The American Consulate General in Palermo reports that the Sicilian petroleum and petrochemical industries had a prosperous year in 1966. Profits and sales were up and should continue to expand.

One petrochemical complex in the region, SINCAT, showed a $37 million profit last year, compared with deficits for the past few years.

Augusta Montedison, another company in this field, recorded a 14% increase in sales for 1966, with plans for $112 million to be invested in expansion and improvement over the next five years. Montedison expects to import $13-19 million worth of U.S. machinery and equipment for a new ammonia plant.

Other petroleum and petrochemical plants in Sicily are also accelerating their expansion programs.

The favorable economic climate has also resulted in increased mining activity. Potassium salt and methane gas production are picking up this year. Construction on the phosphoric and sulphuric acid plants at Gela was begun early this year and is progressing steadily.

Sales in the retail sector have also increased this year, as industrial production on the island improves and consumer demand moves up. Automobile dealers report that sales continue to rise. Businessmen in Sicily have noted an increase in cash transactions for consumer purchases with a commensurate decrease in installment sales, a result of the rising living standard.

Projects being resumed

Projects for large stores and supermarkets which were postponed two years ago are being resumed, pointing to the improved business conditions.

Foreign business plays a part in the island's economic activity. One U.S. business group is reportedly talking of investments in the neighborhood of $48 million for a venture with an Italian firm in the petrochemical field. Another project concerns Dutch-Italian participation in a sodium chloride undertaking, and would involve about $64 million in investments.

Officials of the government investment fund for the South are looking with increasing favor on policies aimed at concentrating new industrial developments in 'industrial poles' in the South. The Messina-Catania-Syracuse area, Sicily's eastern industrial triangle, would be a likely target for such investments on the island.

In addition to funds allocated through the Fund for the South, Sicily will probably receive close to $2 billion in investments under the national five-year plan.

Mozambique drops or cuts duties on 228 imports from Portugal, Madeira, Azores

A large number of commodities may now be imported into Mozambique from Portugal, Madeira or the Azores either free of duty or at reduced rates.

As of July 1, Mozambique import duties have been eliminated on 134 items, including railway coaches, nails, screws, wire and other iron and steel products, fertilizers, and certain drug products, when imported from Portugal, Madeira or the Azores. In addition, import duties on 94 additional products, when originating in those areas, have been reduced by 20%. Products included in this group are automobiles, buses, trucks, tires and tubes, batteries, wrapping paper, and certain food products.

Copies of the complete list of affected commodities, as published in the *Boletim Official de Mozambique* of May 27 are available, in Portuguese, upon request to the Trade Regulations Section, OIRE, U.S. Dept. of Commerce, Washington, D.C. 20230.

U.S. sales to France up

French imports from the U.S. during Jan.-May were $561.5 million, up 11.3% above Jan.-May 1966. Total French imports increased to $5,389.3 million, up 9.4%. The U.S. share of total French imports rose from 10.2% for the first five months of 1966 to 10.4% in Jan.-May 1967.

Philippines adopts tighter foreign exchange policy

Letters of credit now required for all imports valued over $100

With rising import levels creating pressures on foreign exchange reserves, the Philippine Monetary Board has approved a series of Central Bank measures designed to tighten credit and reduce the volume of imports.

Letters of credit must now be opened for all imports valued at $100 or more. Consignment shipments are no longer permitted. Letters of credit are not required in the case of shipments which left the port of origin on or before June 26.

Effective June 27 banks initiated the requirement of cash margin deposits for opening letters of credit. The deposit amount is dependent upon whether the imported product is essential or non-essential.

Twenty-five percent is required for consumer and producer goods considered to be essential. However, rice, corn and some other foods are exempted from the 25% cash margin. Fifty percent is required for semi-essential consumer and non-essential producer goods.

One hundred fifty percent deposits are required for letters of credit to import luxury and non-essential consumer goods. Margin deposits are liquidated and any excess above 100% is refunded upon arrival of the shipment at its destination.

All applications for foreign exchange above $100 will require statements sworn before a notary public stating the purpose of the purchase. Previously this was required only for applications in excess of $5,000. All dealings in foreign exchange arbitrage are prohibited.

Although the above measures will make foreign exchange more difficult for importers to obtain and will result in a reduction in import volume, no import licensing requirements or exchange controls have been established.

These changes should be noted in the section on Non-Tariff Import Trade Controls in the Overseas Business Report 63-138, "Foreign Trade Regulations of the Philippines."

Finland to remove some agricultural quotas

The Finnish Government has announced that several quantitative import restrictions on agricultural commodities will be eliminated effective July 1, 1968. The list includes selected items drawn from 33 different tariff headings.

Commodities of possible interest to U.S. exporters include:

Vegetables prepared by freezing; dried peas and lentils; fresh oranges cleared through Customs between Jan. 1 and June 30; dried currants; fresh quinces;

Fresh cherries, apricots, peaches, plums, and other stone fruit; fruit preserved by freezing not containing added sugar, except strawberries, raspberries, gooseberries and red currants;

Certain sugar confectioneries; cocoa powder (sweetened); chocolate (block); ice cream powder; table cream powder;

Prepared foods obtained by swelling or roasting of cereals such as corn flakes and puffed rice; fruit or fruit peel preserved by sugar (drained, glace, or crystallized); canned asparagus; tomato and other vegetable juices; soups and broths; prepared baking powders.

Finland is also making progress in eliminating its remaining quantitative import restrictions on industrial goods. It plans to remove quotas on nearly all industrial items still subject to such restrictions by Jan. 1, 1968.

Israel relaxes restrictions on large number of items

The Government of Israel relaxed restrictions on a large number of items as of June 4. Import licenses may now be obtained for these goods without restrictions.

Among the goods relaxed are paint driers; adhesive tapes including sheets and sleeves; decorative laminated sheets; inflatable swimming rings and toys; paper photo corners; wooden tools; articles of wood; bed, table and toilet linens; glass mirrors; colored blanks for lenses; batteries; electric hair driers; passenger car safety belts; mattresses; and pencils and crayons.

For information regarding specific items, **write:** Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

World Bank financing to assist Argentina livestock industry

The World Bank has approved a loan equivalent to $15.3 million to Argentina to help finance a livestock development program. The funds will be used mainly to provide credit to cattle ranchers and farm machinery contractors for ranch development plans and related technical services.

Twelve commercial banks have agreed to participate in the loan for a total amount of $1,105,000, representing the first three maturities and part of the fourth maturity which fall due between Aug. 1, 1972 and Feb. 1, 1974.

The Government of Argentina has tried repeatedly to stimulate expansion and modernization of the cattle industry, but the national cattle herd has expanded only slowly. The Bank loan will also help to finance drainage and soil studies as prerequisites to further farm development in problem areas of the project area which lies to the south and southwest of Buenos Aires and covers nearly 30 million acres.

The project involves raising the cattle carrying capacity of the land through improved pasture and herd management and raising production in this manner rather than by expanding acreage under pasture at the expense of wheat and corn. About 544,000 acres will be improved on approximately 700 farm units. Total cost of the project is estimated at the equivalent of $39.1 million.

It is expected that with better grassland and herd management, modern processing and marketing techniques, greater availability of long and medium-term credit and appropriate Government policy, production could be expanded and contribute significantly to an improvement in Argentina's economic position.

The Bank loan will also help to finance beef marketing studies to be undertaken by the National Development Council with the help of consultants. The results of the marketing studies should enable the Government to determine the scope and location of future livestock projects and any changes which might be needed in beef processing and marketing. The Bank loan will be for a term of 20 years.

Eximbank and AID authorize roads, schools, industry loans to Nicaragua, Guatemala, Chile

Alliance for Progress credits to finance U.S. equipment, materials, supplies needed for development projects

Alliance for Progress credits to Nicaragua, Guatemala and Chile have been authorized by the Export-Import Bank and the Agency for International Development. Proceeds of the loans will be used to finance purchases in the United States of equipment, materials required for various development projects in these countries.

Instructional materials

The Agency for International Development has authorized a $10 million loan within the Alliance for Progress to help finance Chile's new five-year educational development program.

Under the agreement, about $3.5 million of the loan will finance the procurement of U.S. equipment and technical services while the balance will finance local costs of the first phase of the broad-range program.

U.S. support of the program implements a recommendation of the chiefs of state at the recent Summit Conference at Punta del Este.

Chile's educational system will be upgraded by the Ministry of Education through curriculum development, new teaching methods and instructional materials.

Chile will repay the AID loan within 40 years including a ten-year grace period.

Highway equipment needed

A $4.2 million Alliance for Progress loan to the Government of Guatemala, authorized by the Export-Import Bank, will be used to finance purchases of U.S. highway construction and maintenance equipment and related technical services.

Under the loan, the Government of Guatemala will retain the services of an engineering firm or other qualified organization to develop a maintenance program which will include personnel training and recommendations for the equipment to be procured.

For some years it has been recognized that inadequate roads constitute a major obstacle to Guatemala's economic development. At the end of 1966, there were some 750 miles of paved highways in the country, including 240 miles of the Inter-American Highway, 260 miles of the Inter-Ocean Highway which links ports on the Caribbean coast with those on the Pacific coast, and 220 miles of the Pacific Coast Highway between the Mexican border and the Salvadorean border. The remaining roads in Guatemala are mostly improved or gravel roads.

Of the total of $4.2 million Eximbank has authorized, $3 million will be used by the Highway Department, an agency of Guatemala's Ministry of Communications and Public Works. The balance of $1.2 million will be used by the National Institute for Agrarian Reform, another Government agency with road construction and maintenance responsibilities.

Industrial development

More than 100 Nicaraguan industrial firms will receive assistance during the next three years as a result of an Alliance for Progress project which is designed to increase the use of the country's raw materials and to expand its trade with other nations.

Total cost of the project is estimated at more than $18 million with financing from the following sources: A $5 million loan from the Agency for International Development; a $1,250,000 loan from the Central American Bank for Economic Integration; a $571,000 loan from the Central Bank of America; a $383,000 loan from the Bank of America; $1,857,000 balance from a 1964 AID loan; an unused balance of $1,905,000 from a 1965 Inter-American Development Bank loan; and $7,713,000 from the National Institute of Nicaragua.

The National Institute of Nicaragua was founded in 1953 as an autonomous development agency of the Nicaraguan Government. Its paid-in capital exceeds $7 million. The Institute will carry out the private industry investment program giving priority to industries in the fields of chemicals, agriculture, seafood, copper and woodworking. It is expected that the three-year investment program will result in foreign exchange earnings or savings of about $20 million, employment for 8,000 workers and gross annual production of more than $80 million.

Proceeds of the AID loan will be used to finance sub-loans to local industries for procurement of U.S. equipment and material, for making equity investments involving the purchases of U.S. goods and services in new priority industries where private capital is not available, and for technical assistance to improve the National Institute's organization, staff competence and operating procedures.

The AID loan will be repaid in dollars by the Nicaraguan Government over 40 years, with a ten-year period of grace.

Guyana to use U.S. goods, services in road projects

Guyana will purchase U.S. equipment, materials and services for vital road projects, using a $7.5 million loan authorized by the Agency for International Development to help finance procurements.

The principal AID-assisted project is a strategic road running from the Atkinson Airport near Georgetown 50 miles up the Demerera River to a mining settlement. It is scheduled for completion in early 1968.

The Guyana Government will provide $3,580,000 to meet local costs of the projects. Plans call for 81 miles of essential roads needed for the South American nation's economic development. Roads leading to the sparsely settled interior will be resurfaced and improved and a link in the coastal communications system will be reconstructed. Nine-tenths of Guyana's 750,000 people live along the coast on three percent of the available land.

The U.S. loan will be repaid by the Guyana Government within 40 years, including a ten-year grace period.

Mexican electronics industry study available to U.S. firms

Comprehensive report notes expanding demand for most consumer type electronic products, cites trends in this field

A recent five-page report on the Mexican electronics industry prepared by the U.S. Embassy at Mexico City contains a wealth of valuable information for U.S. firms interested in investing in this field.

The study is a follow-up of the revised list of "New and Necessary Industries" released in June by the Mexican Ministry of Industry and Commerce. An announcement about this report appeared on page 28 of the July 24 issue of INTERNATIONAL COMMERCE. Copies of the report are still available. This study cited 500 products, which the Ministry considered economically feasible to manufacture in Mexico. Nine of the listed products appeared in the field of electronics and electrical communication equipment. They included loud speaker armatures, microphones, wafers, telegraphic equipment and radio and television transmitting equipment.

Dynamic industry

The Embassy's report notes that the Mexican electronics industry expanded rapidly in 1966 and established production records for most consumer type electronic products. The comprehensive study describes the general status of the electronics industry, cites trends in this field and comments on the outlook for this dynamic industry. It also lists production figures involving such products as radios, television receiving sets and tape recorders.

It is pointed out in the study that the Mexican electronics industry is composed of over 225 separate companies, employing around 22,000, with annual sales of approximately $120 million.

The study also notes that various import controls imposed by the Mexican Government have tended to promote and encourage domestic manufacture of electronic products and support the industry in its drive for an integrated operation.

Current government policy is to purchase domestically produced electronic and electrical products, if they are supplied at not more than a certain percentage above the price of foreign made products. No set rate exists, however, and the percentage varies with specific products.

Information on Antilles

The only officially sponsored organization located in the United States and offering U.S. firms investment information on projects throughout the Netherlands Antilles, is the Netherlands Antilles Economic Mission at 866 United Nations Plaza, New York, N.Y. 10017 (212-241-3360).

The Curacao Information Center, which was also listed in *International Commerce's* April 24 issue as giving information on the entire Antilles, provides leads only on projects in Curacao itself.

According to the report, the Mexican electronics industry has not yet begun to manufacture the more complex types of electrical equipment and sophisticated non-consumer electronic products. It is reported by industry trade sources that a growing demand for complex parts and equipment by Mexican manufacturers has led to increased importation of these products. In addition, it is anticipated that with the advent of color television, certain necessary component parts will have to be initially imported by producers in this field.

Minority participation

The study notes that the Mexican Government would accept participation by U.S. firms only as minority shareholders in joint ventures to manufacture electronic products. Also, U.S. companies now exporting certain electronic articles and components to Mexico should consider the possibility of import controls being placed on these products, as they become available from Mexican manufacturers.

U.S. investors interested in participating in the Mexican electronics industry should contact the government agency responsible for the promotion of national industrial development: Seccion de Industria del Ministerio de Industria y Comercio, Ave. Cuauhtemoc No. 80, Mexico D.F.

To obtain a copy of the Embassy's report on the electronics industry **write:** Bureau of International Commerce, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230.

Two German manufacturers look for license agreements

Licensing agreements with U.S. firms are being sought by two German manufacturers. To obtain additional information, U.S. companies should write directly to the German firms.

- A manufacturer of iron and steel castings, furnaces, ventilating fans, and dust collection equipment seeks licensing agreements with U.S. firms. The German company wants to produce industrial dust collection and air purification equipment.

Its facilities include fully equipped machine shops for milling, cutting and drilling metals, iron and steel foundries and chemical laboratories. The German firm has approximately 300 employees and distributes its products in ECC and EFTA countries. It reports 1966 sales of $2.5 million.

Write: Cornel, Schmidt, Eisen- und Stahlwerk GmbH., P.O. Box 301, 509 Leverkusen, Germany. WTD.

- A prominent manufacturer of diesel locomotives, railroad freight and passenger cars, and industrial machinery seeks licensing arrangements with U.S. companies to expand its production program.

The German concern wants to make the following products: (1) small or medium sized steel containers, either welded or riveted; (2) mechanical power drives of simple construction; (3) general industrial machinery with simple hydraulic or electrical drives.

It is reported that the firm is a subsidiary of a well established German company which operates two subsidiaries in the U.S.

Write: Ferrostaal Waggon- und Maschinenfabrik GmbH., 36 Erlenbachstr., 46 Dortmund-Schueren, Germany. WTD.

Spanish businessmen interested in ventures and licensing deals

U.S. techniques sought to manufacture incinerators, paper making, and to modernize printing facilities

Spanish businessmen are offering proposals to U.S. firms to participate in joint ventures and in licensing agreements.

U.S. technical assistance also is requested for the output of incinerators and to modernize the facilities of a book publishing firm and a paper making company.

Additional information concerning these opportunities may be obtained by U.S. firms through direct correspondence with the Spanish companies.

• A Spanish paper making company seeks to modernize and improve its present facilities through a technical know-how arrangement with a U.S. firm. The company would also be interested in some form of joint venture agreement. Its current daily production capacity is reported to be 24 tons of paper of various kinds. Plans call for increasing capacity to 30/40 tons daily.

Write: La Papelera de Cegama, S. A., Cegama, Guipuzcoa, Spain. WTD.

Book publishing

• A recently established Madrid publishing company engaged in the translating and printing of foreign technical and business books for the Spanish market seeks a licensing agreement with a U.S. publisher.

The Spanish concern is also interested in a joint venture to expand and modernize its printing facilities. Participation by a U.S. firm in this project would be in the form of machinery, equipment and technical know-how.

The Madrid concern wants to contact a U.S. firm interested in having its technical publications translated into Spanish and published in Spain. Under the arrangement, the U.S. company would select the titles and the Madrid concern would handle publication and distribution in Spain. In return, the U.S. licensor would purchase a predetermined number of copies of the Spanish edition for distribution throughout the U.S. and Latin America. These books would be sold to the U.S. company at cost price.

The Spanish firm offers to pay a U.S. licensor a fixed amount for each title it translates and publishes. In the case of a joint venture, the type of return is open to negotiation.

According to the Madrid company, there is a large potential market in Spain for Spanish editions of good foreign technical books.

Write: Editorial Index, Cardenal Cisneros 78, Madrid (10), Spain. WTD.

Incinerators needed

• A Madrid firm, with two subsidiaries engaged in the manufacture of boilers and butane and propane gas bottles, seeks a license to make butane gas operated garbage burners or incinerators for the Spanish market. Also requested of the U.S. licensor is technical assistance.

The Spanish concern is interested in the production of incinerators for residential use and by such commercial establishments as restaurants, hotels and cafeterias. The firm specifies that domestic type incinerators should be adaptable to utilization in apartment buildings.

According to the Madrid company, garbage collection is becoming one of the more severe problems faced by larger Spanish municipalities. It is reported that the city of Madrid with a population of 3 million must collect and dispose of around 1,800 tons of garbage daily. Therefore, the company believes that reasonably priced incinerators have a good potential on the domestic market. A sufficient quantity of butane gas is available throughout Spain so fuel would not be a problem.

The Madrid concern handles commercial activities for its subsidiaries, especially foreign business. One subsidiary works on projects in the metallurgical field, principally for the Spanish Navy, in addition to making boilers. The other affiliate manufactures various sizes of gas bottles for residential and commercial use.

Any type of return asked by a U.S. licensor could be provided on a royalty basis or paid in a single lump sum, the parent company says.

Write: Fedisa, Ingenieros Navales, S.A., Calle O'Donnell 8, Madrid (9)., P.O. Box No. 14366, Madrid, Spain. WTD.

Three French firms look for U.S. links

Three French firms are seeking U.S. links; two of these companies want licenses while the third is interested in a joint venture.

Interested U.S. firms can obtain additional information by writing directly to the French companies.

• A French manufacturer of fancy canvas and rope sandals is interested in a joint venture arrangement with a U.S. firm.

Established in 1929, the French firm employs about 50 workers and reportedly produces about 400,000 pairs of sandals and related articles annually.

Write: Aguar & Fils, No. 38 Boulevard Gambetta, Mauleon-Soule, France. WTD.

• This Paris company seeks a license to manufacture low, medium and high pressure industrial fans of 30 to 300,000 cubic meters per hour and 200 to 1,200 mm Ce of static pressure. The French firm currently manufactures and distributes industrial fans for heating, air conditioning, refrigeration, nuclear energy, surface treatment and automobiles. The company is also a wholesaler of industrial fans and accessories.

Employing about 115 plus 8 traveling salesmen, the firm was founded in 1956, and reportedly has annual sales of $1.2 million.

Write: Fabrications et Etudes de Ventilateurs Industriels, 29 rue Etienne Dolet, Paris 20, France. WTD.

• A license to manufacture additional agricultural equipment is sought by a firm specializing in the production of corn picking, threshing and shelling machinery.

Established in 1910, the French firm operates a well-equipped plant employing approximately 60 persons. It reportedly makes modern versatile machinery for both the domestic and export market.

Write: Etablissements J. Bourgoin, B.P., 17, 85-Chantonnay, Vendee, France. Attention: Mr. Jean Bourgoin. WTD.

Belgian sheepskin processor proposes joint venture

A processor of imported sheepskins seeks a joint venture with a U.S. company. The Belgian firm has about 50 employees and claims it can process over 5 million pounds of sheepskins annually.

Write: Marcel Pauvels, 14 Ten Houttedreef, Kortrijk, Belgium. WTD.

World Trade Opportunities

Honduras invites bids on road, bridge contracts for three planned sites

Government unit emphasizes need for properly qualified firms

The Dir. Gen. of Highways in the Office of the Ministry of Communications & Public Works is inviting bids for three highway and bridge construction projects. A brief description of each project follows:

Contract No. 67-P305—highway and bridge construction for the North Road, Section 3A between Comayagua and Siguatepeque, approximately 36.2 ks. The approximate quantities of the principal items of work are: excavation, 2,900,000 cu. meters; sub-base, 72,000 cu. meters; crushed aggregate base, 70,000 cu. meters; double asphaltic surface treatment, 256,000 sq. meters; and structural concrete, 3,800 cu. meters.

Copies of the plans, specifications and contract documents may be obtained from the office of the Dir. Gen. of Highways, Tegucigalpa, D.C., Honduras, for a fee of £200.00 ($100.00). Only proposals of prequalified bidders will be accepted.

Contract No. 67-P306—highway and bridge construction for the North Road—Section 3B between Siguatepeque and La Guama, a distance of approximately 48.8 ks. The approximate quantities of the principal items of work are: excavation, 2,200,000 cu. meters; sub-base, 100,000 cu. meters; crushed aggregate base, 95,000 cu. meters; double asphaltic surface treatment, 345,000 sq. meters; and structural concrete, 2,500 cu. meters.

Copies of the plans, specifications, and contract documents may be obtained from the office of the Dir. Gen. of Highways, Tegucigalpa, D.C., Honduras, for a fee of £200.00 ($100.00). Only proposals of prequalified bidders will be accepted.

Contract No. 67-P307—highway and bridge construction for the North Road—Section 4B between La Guama and Yojoa, a distance of approximately 18.6 ks. The approximate quantities of the principal items of work are: excavation, 800,000 cu. meters; sub-base, 50,000 cu. meters; crushed aggregate base, 35,000 cu. meters; double asphaltic surface treatment, 130,000 sq. meters; and structural concrete, 650 cu. meters.

Copies of the plans, specifications and contract documents may be obtained from the office of the Dir. Gen. of Highways, Tegucigalpa, D.C., Honduras, for a fee of £100.00 ($50.00). Only proposals of prequalified bidders will be accepted.

It is intended that proceeds of loans and/or credit received by the GOH from the International Development Assoc., the World Bank, and the Inter-American Development Bank will be applied to payments under the contracts for which the bid invitations are issued.

Bids will be received until Aug. 31, at which time they will be publicly opened. Copies of a document entitled "Advertisement for Bids" is available on a loan basis from the Building Materials & Construction Industries Div., BDSA, Rm. 4014, U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4272).

Malaysia wants to buy transmitters, receivers

The Government of Malaysia has issued a tender for three transmitters five to ten KW P.E.P., three drive units, and seven independent sideband receivers dual diversity F.S.K. receiving terminal.

Bid deadline is 10 a.m. Aug. 30.

All bids should offer transmitters that cover a range of 2 to 23 Mc/s, but 2 to 27.5 Mc/s range is preferred. They should be capable of operating on both I.S.B. FSK and C.W.

All receivers should operate on a range of 2 to 27.5 Mc/s but 2 to 30 Mc/s range is preferred.

Copies of the tender announcement and specifications are available from the office of the Director-General of Telecommunications (External Service Section) Telecommunications Headquarters, Bukit Nanas, Government of Malaysia, Kuala Lumpur upon payment of M. $15.00 (U.S. $1 equals M. $3.03) or on a short-term loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Jamaica requests bids on microwave equipment

The Jamaica Telephone Co., Ltd., has issued Tender No. 6707 for supply of microwave radio & transmission equipment.

Bid deadline is Aug. 30.

All bids should offer the following items: one 2-link microwave system excluding multiplex; five open wire 12 channel carrier systems complete; one Coaxial cable carrier system including repeaters and cable; one 24 channel cable carrier system complete; and one 24 channel voice frequency telegraph system complete.

Tenderers may submit individual quotations for items 1 and 5, but items 2-4 must be treated as a composite quotation.

The Company has received a loan from the International Bank for Reconstruction & Development which it intends to use for these purchases. Manufacturers in IBRD member countries and Switzerland are invited to apply to the Managing Director for participation in the tender call by submitting details of their experience and types of equipment which they would offer. Specifications will be issued on July 26 to approved manufacturers with a closing date for receipt of tenders in Kingston as Aug. 30.

Italy issues invitations on NATO electric needs

Invitations to bid for two storage battery charging systems and modifications (projects 99 and 107), and for airfield lighting cable (project 242) have been announced. The total costs are estimated at 32 million, 45 million and 60 million lire respectively (620 lire = U.S. $1.00). U.S. firms interested in participation must request bidding invitations by Aug. 3 (project 242), Aug. 5 (project 99) and Aug. 22 (project 107) from the Ministero Difesa, Direzione Generale dei Lavori, del Demanio e dei Materiali del Genio, Piazzale della Marina, 00100 Rome, Italy. Firms interested in project 242 should write to the Ministero Difesa, Direzione Generale dei Lavori, del Demanio e dei Materiale del Genio, 2 Reparto Lavori (Aeronautica), 5A Divisione Studi-Progetti, Palazzo Marina, 00100 Rome, Italy.

Requests for bidding invitations should include the answers to the following questions which are extracted verbatim from the Italian Government form which potential bidders are required to complete. These answers must be signed and dated by a responsible corporate officer: "name of firm; address of firm; summary description of type of organization (private firm, corporation, etc.); indication of financial capacity (value of individual largest projects recently executed); short description of technical qualifications (nature of projects which applicant is specialized or equipped to execute)." Answers must be drawn up in the Italian language.

Italy seeks bidders for work on NATO site

NATO International Competitive Bidding (ICB) has been announced for external communications for HAWK sites in Italy. American firms wishing to participate in the project may apply to the Italian Delegation NATO Paris, through the U.S. Mission to NATO, Porte Dauphine, Paris XVI, France. The project is classified and open only to bidders possessing a security clearance. The application deadline is Aug. 5.

Information on becoming certified for NATO-ICB is available from the Trade Opportunities Staff, BDSA-624, U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone 202-WO 7-4674).

Ethiopia needs variety of military equipment

Quotations on supplies of many articles are being invited by the Imperial Ethiopian Army. Quotations are invited for the following items: surveying and navigational equipment; photo reproduction equipment, earth augers, mounted on two and one-half ton trucks; ditching machine, rubber tired; inflatable landing boats, capacity 3 persons or more; landing boats, outboard powered, capacity 15 persons; barbed wire, "concertina" type; fire control equipment; airborne navigation computers; water purifiers, trailer or truck mounted; aluminum foot bridges, 250 foot spans; outboard motors, 25-30 horsepower; and life jackets. Write: Imperial Ethiopian Army, G-4 Office, Attn: Captain Eshetu or Captain Mamo, P.O. Box 1036, Addis Ababa.

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The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

149 Nonmetallic minerals

GERMANY—Wyoming jade. Ludwig Mayer (stone cutter, exporter), 658 Idar-Oberstein 1, Postfach 1514, Hauptstrasse 268. WTD in preparation.

201 Meat products

AUSTRALIA—Canned meats. Direct purchase and agency. Vimpex Trading (distributor, importer), 109 Macleay St., Potts Point, N.S.W. WTD 7/67.

202 Dairy products

AUSTRALIA—Canned foodstuffs; cheeses, dairy products. Direct purchase and agency. Vimpex Trading (distributor, importer), 109 Macleay St., Potts Point, N.S.W. WTD 7/67.

203 Canning, preserving foods

AUSTRALIA—Canned foodstuffs, fish, vegetables, dehydrated and pulverized vegetables; tomato powder, onion powder, garlic powder, paprika concentrate. Direct purchase and agency. Vimpex Trading (distributor, importer), 109 Macleay St., Potts Point, N.S.W. WTD 7/67.

206 Sugar

CEYLON—Molasses, 500 tons annually and 125 tons per quarter. Shipment could be made in second-hand 40 gallon steel drums. Rockland Distilleries, Ltd. (distillers), 73 Gregory's Rd., Colombo 7. WTD in preparation.

207 Confectionery

PORTUGAL—Chewing gum base. Direct purchase and agency. Sociedade de Alimentacao Estrela Lisbonense, Lda. (importer, distributor, manufacturer), Rua Elias Garcia, Venda Nova, Amadora. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

VENEZUELA—Textile fabrics for sale primarily to clothing manufacturers. Comercial Slimak y Dach, C.A. (importer, distributor), Edificio Slimak, Angelitos a Puerto Escondido N° 85, Caracas. WTD 7/67.

225 Knitting mills, products

NETHERLANDS—Stockings, socks, knit underwear, outerwear, sportswear, other knit wearing apparel. Cf quotations Amsterdam or Rotterdam, The Netherlands, or f.o.b. quotations New York. Exclusive sales rights appreciated. Descriptive literature, price lists required. Vroom & Dreesman Nederland (importer, retailer), Dept. Interconto (Attention: Mr. B. J. N. Cleerdin), 303 Prinsengracht, Amsterdam. WTD 7/27/66.

227 Floor covering mills, products

SWEDEN—Floor coverings such as rugs, mats, mattings and wall-to-wall carpets. Direct purchase and agency. Barck & Co. (retailer, agent, distributor, exporter, importer), Skoldungagatan 9, Stockholm O. WTD 6/67.

SWITZERLAND—Woven carpets and rugs, wool, cotton, and man-made fiber pile yarns, tufted carpets and rugs, wall-to-wall, rectangular carpet patches. Teppich en gros Einkaufsgenossenschaft des Verbandes Schweizerischer Moebeldetaillisten (purchasing cooperative), Werdmuehleplatz 2, 8001 Zurich. WTD 7/6/67.

228 Yarn, thread mills, products

SWEDEN—Yarns, all kinds. Direct purchase and agency. Hans Kral AB (agent), Kristinelundsgatan 5, Goteborg C. WTD 7/10/67.

231 Men's, youths', boys' suits, coats, overcoats

NETHERLANDS—Men's and boys' suits, coats, overcoats, car coats, jackets, sportswear, casual clothing, other wearing apparel. Cf quotations Amsterdam or Rotterdam, The Netherlands or fob quotations New York. Exclusive sales rights appreciated. Descriptive literature price lists required. Vroom & Dreesman Nederland (importer, retailer), Dept. Interconto (Attention: Mr. B. J. N. Cleerdin), 303 Prinsengracht, Amsterdam. WTD 7/27/66.

232 Men's, youths', boys' furnishings, work clothing

NETHERLANDS—Men's and boys' shirts, sport shirts, nightwear, underwear, neckwear, trousers, casual clothing, bathing suits, other wearing apparel. Cf quotations Amsterdam or Rotterdam, The Netherlands, or fob quotations New York. Exclusive sales rights appreciated. Descriptive literature, price lists required. Vroom & Dreesman Nederland (importer, retailer), Dept. Interconto (Attention: Mr. B. J. N. Cleerdin), 303 Prinsengracht, Amsterdam. WTD 7/27/66.

233 Women's, misses', juniors' outerwear

NETHERLANDS—Ladies' coats, jackets,

dresses, blouses, skirts, fashionable clothing, pullovers, bathing suits, beachwear, slacks, aprons, sportswear, casual clothing, disposable ladies' and children's wearing apparel made of paper fabrics, other outerwear. Cf quotations Amsterdam or Rotterdam, The Netherlands or fob quotations New York. Exclusive sales rights appreciated. Descriptive literature, price lists required. Vroom & Dreesman Nederland (importer, retailer), Dept. Interconto (Attention: Mr. B. J. N. Cleerdin), 303 Prinsengracht, Amsterdam. WTD 7/27/66.

234 Women's, misses', children's, infants' under garments

NETHERLANDS—Underwear, nightwear, foundations, other wearing apparel. Cf quotations Amsterdam or Rotterdam, The Netherlands, or f.o.b. quotations New York. Exclusive sales rights appreciated. Descriptive literature, price lists required. Vroom & Dreesman Nederland (importer, retailer), Dept. Interconto (Attention: Mr. B. J. N. Cleerdin), 303 Prinsengracht, Amsterdam. WTD 7/27/66.

238 Apparel, accessories

NETHERLANDS—Ladies' raincoats, men's and women's robes, dressing gowns, bathrobes, gloves, other wearing apparel. Cf quotations Amsterdam or Rotterdam, or f.o.b. quotations New York. Exclusive sales rights appreciated. Descriptive literature, price lists required. Vroom & Dreesmann Nederland (importer, retailer), Dept. Interconto (Attention: Mr. B. J. N. Cleerdin), 303 Prinsengracht, Amsterdam. WTD 7/27/66.

241 Logging camps, logging contractors

GERMANY—Veneer logs, American walnut. E. Van Hazebrouck KG (importer, wholesaler), 6 Frankfurt am Main, Goetheplatz 7. WTD 5/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

GERMANY—American walnut veneer. E. Van Hazebrouck KG (importer, wholesaler), 6 Frankfurt am Main, Goetheplatz 7. WTD 5/66.

251 Household furniture

THAILAND—Complete line of furniture for installation in first-class hotel. Direct purchase and agency. Cif prices, catalogs requested. Praepittaya-Pergamon Co. Ltd. (importer, hotel business), 716-718 Burapa Plc., P.O. Box 914, Bangkok. WTD 7/67.

252 Office furniture

GERMANY—Wood and/or metal swivel chairs for office use, plain and upholstered. Direct purchase and agency. Heinzel Einrichtungs-Fabrik (manufacturer, wholesaler), 7 Stuttgart-Untertuerkheim, Arlbergstrasse 9. WTD 7/67.

262 Paper mills products

● **GREECE**—172 metric tons writing, printing and duplicating paper in sheets. In varying substances ranging 45-180 grams per sq. meter ± 4%. Printing tonnage to be composed of white and assorted colors. The tender announcement with specifications and conditions are available from the Forest Products Div., BDSA, Rm. 4003, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3003). Bid deadline Aug. 16.

281 Industrial chemicals

● **TURKEY**—Ammonium sulfate, 240,000 metric tons, ammonium nitrate, 165,000 tons. Fertilizer to be packed in new net 100 kg jute bags with one ply of polyethylene lining. At least one half of the ammonium nitrate to be delivered by Dec. 31 and remainder by end of Feb. 1968. Ammonium sulfate to be delivered by end of Jan. 1968.

282 Synthetic materials

GERMANY—Specialties of plastic materials for pipes, fittings. Agency and direct purchase. Omniplast GmbH & Co. (manufacturer, distributor), Attn.: Mr. Klaus Borries. 6332 Ehringhausen, Am Bahnhof. WTD 5/67.

283 Drugs

BRAZIL—Medicinal organic and inorganic chemicals in bulk in general, including biological products, vitamins, sulfa drugs, quinine and derivatives, hormones, antibiotics, bismuth. PRIMARA Comercial e Importadora Ltda. (importer, distributor), Avenida Rio Branco 106/108, 4° andar, sala 409, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 7/67.

DENMARK—Pharmaceutical products for human consumption, all kinds (specialties) and chemicals, raw materials for production of pharmaceutical specialties. Direct purchase and agency. Firm particularly wishes to correspond with U.S. firms in this field about "technical-chemical syntheses know-how." Strand Scandinavia Limited A/S (manufacturer, importer, exporter), 36 Kronprinsessegade, Copenhagen K. Att.: Mr. Carlsen, Manager Productions. Cable: STRANDLIMITED, Copenhagen. WTD 7/67.

THAILAND—Antibiotics and vitamins. C.i.f. prices, samples requested. Direct purchase and exclusive agency sought. Wuay Nguan Tung Co., Ltd. (importer, wholesaler, retailer), 153-155 Rama 4 Rd., Bangkok. WTD 6/67.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

THAILAND—Hair spray in aerosol containers. C.i.f. prices, catalogs requested. Direct purchase and agency. Sin Prasert Chemical Work Factory (importer, wholesaler), 233/3 Suan Dusit, Rajvithi, Bangkok. WTD 6/67.

Chemicals for hair spray manufacture. C.i.f. prices, sample requested. Direct purchase and agency. Sin Prasert Chemical Work Factory (importer, wholesaler), 233/3 Soi Suan Dusit, Rajvithi Rd., Bangkok. WTD 6/67.

289 Chemical products

SWITZERLAND—Industrial and technical chemicals, construction chemicals, cement additives. Direct purchase and agency. SYNTHA AG (manufacturer, importer, manufacturers' representative), 8623 Wetzikon. WTD 7/3/67.

299 Products of petroleum, coal

NETHERLANDS—Special types of and greases for sale to automotive field; cutting, cooling and penetrating oils for heavy and metal working industries; cleaning preparations. Beverol Fabrieken N.V. (importing distributor, manufacturer), 28-32 Pijpkade, Beverwijk. WTD 6/27/67.

307 Plastics products

GERMANY—PVC foils, sheets for consumer, industrial purposes. Direct purchase and agency. Storey Brothers and Co. (Deutschland) GmbH (distributor, importer), 605 Offenbach am Main. Christian-Pless-Strasse 11-13. WTD 6/67.

Newly developed plastic products for the construction industry. Direct purchase and agency. BVVG Verkauf und Vermietung von Baumaschinen GmbH (wholesaler, agent), 5401 Waldesch bei Koblenz. WTD 7/67.

SWEDEN—Interested in all kinds of smaller plastic products which can be sold through department stores and are new to Scandinavian markets. Direct purchase and agency. Brema AB (agent, distributor, importer, exporter), Sveavagen 17, Stockholm. WTD 7/67.

SWITZERLAND—Industrial plastic products, construction plastic products, plastic elements for construction. Direct purchase and agency. SYNTHA AG (manufacturer, importer, manufacturers' representative), 8623 Wetzikon. WTD 7/3/67.

Plastics dinnerware, tableware, kitchenware, decorations, gadgets, novelties. Direct purchase and agency. Orbis International Russenweg 12 (importer, exporter, wholesaler), 8008 Zurich. WTD 7/10/67.

317 Handbags, personal leather goods

SWEDEN—Leather or plastic handbags, cosmetic bags, cigarette cases, other similar items for sale through department stores. Direct purchase and agency. Brema AB (agent, distributor, exporter, importer), Sveavagen 17, Stockholm. WTD 7/67.

322 Glass, glassware

COLOMBIA—Art glassware; decorative, novelty glassware to be sold as giftware. Requests descriptive catalog, price quotations c.i.f. San Andres Island. Guillermo Basmagi (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 126, San Andres Island. WTD 6/67.

ETHIOPIA—Lens blanks for eyeglasses. Armenak Parseghian (optometrists), P.O. Box 104, Addis Ababa. WTD in preparation.

NETHERLANDS—Christmas decorations, related articles; novelties; pressed and blown household glassware such as vases, ashtrays, fruit bowls, heat resisting glassware, ovenware, tumblers, stemware, crystal, tableware, other glassware. C.f. quotations Amsterdam or Rotterdam, The Netherlands, or f.o.b. quotations New York. Exclusive sales rights appreciated. Descriptive literature, price lists required. Vroom & Dreesmann Nederland (importer, retailer), Dept. Interconto (attention: Mr. B. J. N. Cleerdin), 303 Prinsengracht, Amsterdam. WTD 7/27/66.

323 Glass products

ETHIOPIA—Lens blanks for eyeglasses. Armenak Parseghian (optometrists), P.O. Box

104, Addis Ababa. WTD in preparation.

326 Pottery, related products

SWITZERLAND—China kitchen- and tableware, vitreous; commercial, household. Direct purchase and agency. Orbis International (importer, exporter, wholesaler), Russenweg 12, 8008 Zurich. WTD 7/10/67.

335 Rolling, drawing, extruding of nonferrous metals

● **IRAN**—20,000 Kgs of five percent babbitt metal. Tender Notice No. 277/46, bid deadline Aug. 17. The Iranian State Railways, Tehran. Documents available from the Iranian Economic Mission, 2233 Wisconsin Ave., N.W., Washington, D.C. 20007. (Telephone: 202-338-5393), cable IRECMIS, reference number 86142.

● **THAILAND**—The Metropolitan Electricity Authority (MEA) Wat Lieb, Bangkok has invited bids for 378 lengths of copper bus pipe. The tender calls for various outside diameters, wall thickness and lengths, however, the pipe must meet specifications as designated in Table I of ASTM B 188-61. Closing date is Aug. 24. Tender forms may be purchased from MEA Bangkok. The Copper Div., BDSA-638, U.S. Dept. of Commerce, Washington, D.C. 20230, (Telephone WO 7-4717), has a limited number of the tender specifications available for firms in the United States. Source: U.S. Embassy, Bangkok.

342 Cutlery, hand tools, general hardware

BRAZIL—Ring topped auger bits 5/8" and 11/16" for drilling railway timber sleepers. Price quotation, catalogs, designs requested. Companhia Paulista de Estradas de Ferro, Departamento de Materials (government controlled agency), Jundiai, SP.

COLOMBIA—Luggage and saddlery hardware, leather goods findings. Requests descriptive catalogs, price lists. Luis A. Pena R. (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 463, Cucuta. WTD 7/67.

Builders' hardware, tools, hand, home workshop, garden tools. Request replies with catalogs from manufacturers and/or exporters. Luis A. Pena R. (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 463, Cucuta. WTD 7/67.

SWITZERLAND—Small hand tools for the electronic industry; laboratories, technical schools. Agency and direct purchase. Henri Picard et Frere Ltd. (manufacturer, distributor), 89 Rue de la Serre, 2301 La Chaux-de-Fonds. WTD in preparation.

Table cutlery, knives, forks and spoons, kitchen cutlery, scissors and shears. Direct purchase and agency. Orbis International (importer, exporter, wholesaler), Russenweg 12, 8008 Zurich. WTD 7/10/67.

344 Fabricated structural metal products

THAILAND—Aluminum door and window frames of all sizes, plus accessories. C.i.f. prices, catalogs requested. Direct purchase and agency. United Aluminum Co., Ltd. (importer, wholesaler), 210/3-4 Larn Luang Rd., Bangkok. WTD 6/67.

349 Fabricated metal products

SWITZERLAND—Metal novelties and specialities. Direct purchase and agency. Orbis International (importer, exporter, wholesaler), Russenweg 12, 8008 Zurich. WTD 7/10/67.

353 Construction, mining, materials handling machinery, equipment

● **BURMA**—Twenty-five rollers, three wheeled, 10-12 ton, four cycle diesel 40-50 BHP water cooled engine; two year supply of spare parts. Tender number E 25(T) PWC/67-68. Bid deadline Sept. 5. The Chairman, Public Works Corp., No. 60 Shwedagon Pagoda Rd., Rangoon. ★ (Telephone: 202-WO 7-5566).

● **CEYLON**—Design, supply and installation of a belt conveyor to the following specifications: length approximately 1,800'; width of belt 30"; capacity of belt 250 tons per hour. Details with respect to motors to be installed should be furnished. Bid deadline 8/31/67, Secretary, Ceylon Mineral Sands Corp., 22/2 Thurstan Rd., Colombo 7.★ (Telephone: 202-WO 7-5585).

GERMANY—Machinery for road building, concrete, underground construction. Direct purchase and agency. BVVG Verkauf und Vermietung von Baumaschinen GmbH (agent, distributor), 5401 Waldesch bei Koblenz. WTD 7/67.

● **PAKISTAN**—One 25 ton and two 10 ton B.G. oil-fired steam powered broad-gauge locomotive cranes. Tenders will be accepted only on specified tender forms enclosed with tender documents. Tender No. PR-I/67/BR/3; bid deadline Aug. 22. (One copy available for inspection in ACME Div., BDSA, Rm. 584.) Secretary, Railway Board, Government of West Pakistan, PWR Hdqts, Empress Rd., Lahore.

354 Metalworking machinery

SWITZERLAND—Small hand tools and machine tools for electronic industry, laboratories, technical schools. Agency and direct purchase. Henri Picard et Frere Ltd. (manufacturer, distributor), 89 Rue de la Serre, 2301 La Chaux-de-Fonds. WTD in preparation.

Power-driven hand tools for surface treatment such as polishers, sanders. Direct purchase and agency. SYNTHA AG (manufacturer, importer, manufacturers' representative), 8623 Wetzikon. WTD 7/3/67.

355 Special Industry Machinery

● **MALAYSIA**—Supply, delivery and erection of Chlorination Plant for the National Electricity Board's new thermal power station at Port Dickson in the state of Negri Sembilan. Bid deadline is 10/1/67. Tender documents will be available after Aug. 1 and applicants for bidding bearing reference Contract No. 1428/16 should be made to the London office for firms not registered in Malaysia. Preece, Cardes & Rider, 8, 10 & 12 Queen Anne's Gate, Westminster, London, S.W. 1. and Preece, Cardes & Rider, 5th fl. Mercantile Bank Bldg., 19/21 Market Street, Kuala Lumpur.

NETHERLANDS—Concrete power trowels, also newly developed power driven handtools for building industry. Direct purchase and exclusive representation for Benelux countries required. N.V. v/h P. Jennen (importer, exporter), (Attention: Mr. J. M. Meeuwes), 22's-Gravenlandscheweg, Weesp. WTD 8/4/66.

PORTUGAL—Chewing gum machinery. Direct purchase and agency. Sociedade de Alimentacao Estrela Lisbonense, Lda. (importer, distributor, manufacturer), Rua Elias Garcia, Venda Nova, Amadora. WTD in preparation.

Glass annealing machines. Direct purchase and agency. Sogere—Sociedade Geral de Representacoes, Lda. (importer, distributor), Avenida Guerra Junqueiro 12-3° Dto. Lisbon. WTD in preparation.

SWITZERLAND—Plastic-working machinery and equipment for manufacture of technical plastic products. Direct purchase and agency. SYNTHA AG (manufacturer, importer, manufacturers' representative), 8623 Wetzikon. WTD 7/3/67.

Small machineries, conveying devices, technical accessories and spare parts for textile industry, spinning mills, weaving mills, finishing mills. Direct purchase and agency. W. Krauer (manufacturers' representative, distributor), Textil-Vertretungen, 8102 Oberengstringen. WTD 7/6/67.

357 Office, computing, accounting machines

IRAN—Accounting machines. Mobarak Co. Ltd. (importer), 59 Ferdowsi Ave., Tehran. WTD 7/12/67.

358 Service industry machines

NETHERLANDS—Coin-operated dry cleaning machines. Direct purchase and exclusive representation for Benelux countries required. N.V. v/h P. Jennen (importer, exporter), (Attention: Mr. J. M. Meeuwes), 22's-Gravenlandscheweg, Weesp. WTD 8/4/66.

PORTUGAL—Kerosene operated freezers, refrigerators. Direct purchase and agency. Frigido Termoindustria, Carrasqueiro & Teixeira, Lda. (wholesaler, distributor), Avenida 5 de Outubro 177, Lisbon. WTD 11/22/66.

THAILAND—Complete line of coffee shop equipment for new first-class hotel. Direct purchase and agency. C.i.f. prices, catalogs requested. Praepittaya-Pergamon Co., Ltd. (importer, hotel business), 716-718 Burapa Palace, P.O. Box 914, Bangkok. WTD 7/67.

Refrigerating equipment such as compressors, components and accessories for ice manufacture and cold storage plants. C.i.f. prices, catalogs requested. W. S. Engineering Co., Ltd. (importer, commission merchant), 1033 Silom Rd., Bangkok. WTD 7/67.

359 Machinery

THAILAND—Complete plant for manufacture of gypsum boards. C.i.f. Bangkok prices, literature requested. Sahachart Sethakit Co., Ltd. (exporter, manufacturer), 448/2 Petchburi Rd., 3rd Fl., Fiat Building, Bangkok. WTD 7/67.

361 Electric transmission, distribution equipment

● **PAKISTAN**—Supply of potentiometer, with half-cell for measuring pipe soil potentials; volt-ammeter, for checking rectifiers; to be used in cathodic protection system in gas transmission and distribution net work. Bid deadline not determined. For additional information and availability of tender documents contact: Gen. Mgr., Titas Gas Transmission & Distribution Co., Ltd., Dilkhusha Court, 7 Motijheel Commercial Area, Dacca-2, East Pakistan.

SWITZERLAND—Electrical switches, controls; low voltage panelboards and distribution

boards, other switching and interrupting devices 750 volts and under. Direct purchase and agency. Dr. Jules Koch (manufacturer, importer, agent), Farngutweg, 5612 Villmergen. WTD 10/13/67.

362 Electrical industrial apparatus

SWITZERLAND—Automatic universal positioning, transferring and handling devices for loading, unloading and operating a wide variety of production machinery. Direct purchase and agency. G. Manta, Ingenieur, Dumaco AG (manufacturer, inporter, distributor), Elfenaustrasse 3, 2500 Biel. WTD 10/10/66.

363 Household appliances

COLOMBIA—Electric household appliances, apparatus and electric housewares, vacuum cleaners, blenders, toasters, irons, grills, novelties. Requests catalogs, price quotations c.i.f. San Andres Island. Guillermo Basmagi (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 126, San Andres Island. WTD 6/67.

364 Electric lighting, wiring equipment

NETHERLANDS—Electric Christmas tree lights (220V., 50 cycles), other lighting equipment. Cf quotations Amsterdam or Rotterdam, The Netherlands, or f.o.b. quotations New York. Exclusive sales rights appreciated. Descriptive literature, price lists required. Vroom & Dreesmann Nederland (importer, retailer), Dept. Interconto (Attention: Mr. B. J. N. Cleerdin), 303 Prinsengracht, Amsterdam. WTD 7/27/66.

THAILAND—Electrical fittings and fixtures for interior decorating. Direct purchase and agency. C.i.f. prices, catalogs requested. Praepittaya-Pergamon Co. Ltd. (importer, hotel business), 716-718 Burapa Palace, P.O. Box 914, Bangkok. WTD 7/67.

366 Communications equipment

● **GREECE**—Supply of 160 switchboards and associated equipment for the extension of manual toll telephone exchanges. Tender No. 6518, bid deadline will be announced later. Hellenic Telecommunications Org., Ltd., 6 Klissovis St., Athens.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

NETHERLANDS—Electronic equipment and components, such as semi-conductors, diodes, transistors, cords, connectors, special tubes, microwave tubes, capacitors. Direct purchase and exclusive representation for Netherlands or Benelux countries required. Auditrade N.V. (importer, exporter), (Attention: Mr. J. M. Ledeboer), 160 Singel, Amsterdam. WTD 9/19/66.

SWEDEN—All kinds of components and instruments especially within the microwave field. Direct purchase and agency. Thure F. Forsberg AB (agent, distributor, importer), Forshagagatan 58, Farsta 1. WTD 2/67.

Electronic components, instrumentations and instrument, especially trim potentiometers, XY-recorders, digital voltmeters and counters, other components in the line of military components as well as industrial. Direct purchase and agency. Allhabo (manufacturer, importer, wholesaler, sales agent), P.O. Box 49044, Stockholm 49. WTD 7/26/66.

369 Electrical machinery, equipment, supplies

ARGENTINA—Electromedical apparatus. Exclusive representation. Bio-Medics, Secpa. (importer), Mansilla 3213, Buenos Aires. WTD 7/67.

371 Motor vehicles, motor vehicle equipment

COLOMBIA—Parts and accessories for passenger cars, trucks. Requests price lists. Luis A. Pena R. (importer, wholesaler, retailer), Apartado Aero (Air Mail P.O. Box) 463, Cucuta. WTD 7/67.

SWEDEN—Automobile equipment; parts, accessories. Direct purchase and agency. Swedopol AB (importer, wholesaler, exporter, sales agent), Baggensgatan 17, Stockholm C. WTD 6/29/67.

375 Motorcycles, bicycles, parts

SWEDEN—Moped and motorcycle equipment, parts. Direct purchase and agency. Swedopol AB (importer, wholesaler, exporter, sales agent), Baggensgatan 17, Stockholm C. WTD 6/29/67.

381 Engineering, laboratory, scientific, research instruments

SWITZERLAND—Scientific and laboratory instruments for textile industry; thread, yarn testers. Direct purchase and agency. W. Krauer (manufacturers' representative, distributor), Zurcherstrasse 19, 8102 Oberengstringen. WTD 7/6/67.

382 Instruments for measuring, controlling, indicating physical characteristics

● **IRAN**—Supply of 50 sets gas-oil meters as follows: 10 sets ½" out-put 30-40 Cu/m/h; 20 sets 2-2" out-put 10-15 Cu/m/h; 20 sets 3-1" out-put 7-10 Cu/m/h. Tender No. 244/46, bid deadline Aug. 22. Iranian State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-2939).

SWITZERLAND—Mechanical measuring and controlling instruments for textile industry. Direct purchase and agency. W. Krauer (manufacturers' representative, distributor), Textil-Vertretungen, 8102 Oberengstringen. WTD 7/6/67.

385 Ophthalmic goods

ETHIOPIA—Optometrists' supplies: lenses, frames, sunglasses, optometric instruments, and lens grinding machinery. Armenak Parseghian (optometrists), P.O. Box 104, Addis Ababa. WTD in preparation.

386 Photographic equipment

UGANDA—Photographic equipment, supplies. Camera Centre Co., Ltd. (importer, retailer), P.O. Box 3949, Kampala. WTD 6/67.

387 Watches, clocks, parts

ARGENTINA—Clocks. Sucesion de Kurt Lebermann (importer), Bolivar 883, Buenos Aires. WTD 7/67.

391 Jewelry, silverware, plated ware

ARGENTINA—Cutlery. Sucesion de Kurt Lebermann (importer), Bolivar 883, Buenos Aires. WTD 7/67.

394 Toys, amusement, sporting goods

ARGENTINA—Toys. Sucesion de Kurt Lebermann (importer), Bolivar 883, Buenos Aires. WTD 7/67.

COLOMBIA—Toys, amusement goods, sporting goods. Requests descriptive catalogs, price lists. Luis A. Pena R. (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 463, Cucuta. WTD 7/67.

SWITZERLAND—Toys of all kinds, sporting goods, water skis, golf balls, golf equipment. Direct purchase and agency. Orbis International (importer, exporter, wholesaler), Russenweg 12, 8008 Zurich. WTD 7/10/67.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

399 Manufacturing industries

GERMANY—Coin operated amusement machines, music boxes. C.i.f. European ports. Direct purchase and agency. Heinrich Hecker K.G. (wholesaler, manufacturer, importer, exporter), 4 Kappellenstrasse, 479 Paderborn. WTD 6/6/67.

SWEDEN—Advertising novelties such as, displays, premiums, on-packs, cheaper gift articles. Direct purchase and agency. Per Edberg AB (manufacturer, distributor, importer), Radmansgatan 76, Stockholm. WTD 6/67.

SWITZERLAND—Advertising novelties, bone, beaded and shell novelties. Direct purchase and agency. Orbis International (importer, exporter, wholesaler), Russenweg 12, 8008 Zurich. WTD 7/10/67.

Road markers, route signs. Direct purchase and agency. SYNTHA AG (manufacturer, importer, manufacturers' representative), 8623 Wetzikon. WTD 7/3/67.

504 Groceries

SWITZERLAND—Fresh fruits, vegetables likely to find ready market in Europe, via air-freight, particularly iceberg lettuce, grapes, strawberries, peperonis, mangoes, sweet potatoes, beans, nuts. Best prospects are in winter, spring. Direct purchase and agency. L. G. Pelli (importer, wholesaler), Konradstrasse 55, 8005 Zurich. WTD 7/13/67.

509 Wholesalers

SWITZERLAND—All kinds of gifts, novelties. Direct purchase and agency. Orbis International (importer, exporter, wholesaler), Russenweg 12, 8008 Zurich. WTD 7/10/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

FRANCE—Canned fruit juices: orange and grapefruit juice. Requests replies in French or Italian. Etablissements F. Brando & Cie (importer, wholesaler, retailer, agent), 12 Traverse Magnan, 13—Marseille, 3eme. WTD 7/10/67.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Sails, of synthetic materials. I B & C M Gainey (manufacturer, retailer, agent, distributor, importer), 29 Jamieson Ave., Fairlight, N.S.W. WTD 6/67.

229 Textile goods

AUSTRALIA—Rope, cable. I B & C M Gainey (manufacturer, retailer, agent, distributor, importer), 29 Jamieson Ave., Fairlight, N.S.W. WTD 6/67.

238 Apparel, accessories

AUSTRALIA—Sailing jackets, trousers, caps, shoes, shirts, other clothing suitable for boating, sailing. I B & C M Gainey (manufacturer, retailer, agent, distributor, importer), 29 Jamieson Ave., Fairlight, N.S.W. WTD 6/67.

281 Industrial chemicals

SPAIN—Industrial inorganic, organic chemicals. Exclusive agency. Requests replies in Spanish. Pro-Quimica D'Herma (agent), Fernando el Catolico 74, Madrid (15). WTD 7/67.

283 Drugs

UGANDA—Patent medicines. Bhagwanji & Co. (Uganda), Ltd. (importer, wholesaler), P.O. Box 1005, Kampala. WTD 6/67.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

UGANDA—Toilet preparations. Bhagwanji & Co. (Uganda), Ltd. (importer, wholesaler), Ltd. (importer, wholesaler), P.O. Box 1005, Kampala. WTD 6/67.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Stoves, showers, toilets for boats. I B & C M Gainey (manufacturer, retailer, agent, distributor, importer), 29 Jamieson Ave., Fairlight, N.S.W. WTD 6/67.

FRANCE—Solid brass valves, cocks, faucets, shower- and bathroom fittings, and related trim brass goods and plumbing fixtures and accessories. Descriptive literature, price lists requested. Sanit-France (dealers), 84 Rue Aulard; 16-Angouleme, Charente. WTD 7/67.

351 Engines, turbines

AUSTRALIA—Motors, outboard and inboard, gasoline and diesel. I B & C M Gainey (manufacturer, retailer, agent, distributor, importer), 29 Jamieson Ave., Fairlight, N.S.W. WTD 6/67.

354 Metalworking machinery

ITALY—Power driven hand tools for workshops, automobile maintenance machinery and equipment, metalworking machines and equipment for workshops. Lorenzo Paolini (wholesaler, agent), Via Ostiense 48, Rome. WTD 6/67.

356 General industrial machinery

IRAN—Submersible pumps with capacity ranging from 100 to 1,500 gals. for heights ranging from 100 to 350 ft. Sherkat Nesbi Jamshid Rayati & Co. (importer), 337 Ferdowsi Ave., Tehran. WTD 5/9/67.

357 Office, computing, accounting machines

AUSTRALIA—Electronic calculators, with micro-integrated circuitry for commercial application. Pye Business Machines Pty Ltd. (importer, retailer, exporter, distributor, manufacturer, agent), 47 Carrington Rd., Marrickville, N.S.W. Attention: Mr. R. Radford. WTD 10/66.

GERMANY—Computing machines; parts, accessories. CODI Computer-Dienst GmbH. (distributor, importer), 12 Kurfuerstenstr., 4 Duesseldorf. WTD 6/20/67.

358 Service industry machines

FRANCE—Air-conditioning units and air-purifiers for home use, preferably packaged-type room air-conditioners, light and medium-duty, 220 volts, 50-cycles, a.c. Price lists, descriptive pamphlets requested. Sanit-France (dealers), 84 Rue Aulard; 16- Angouleme, Charente. WTD 7/67.

361 Electric transmission, distribution equipment

AUSTRALIA—HRC cartridge fuses. Vass Electrical Industries Pty Ltd. (manufacturer, distributor, exporter), 69-71 Marrickville Rd., Marrickville, N.S.W. WTD 7/67.

PAKISTAN—Radio frequency standard signal generator; V.H.F. signal generator. Requests catalogs, quotations, C. & F., Karachi. Akhtar Trading Corp. (importer), Nadir House, P.B. No. 4852, McLeod Rd., Karachi. WTD 5/12/66.

363 Household appliances

FRANCE—Domestic, electrical heating appliances of modern types, all kinds, including cooking ranges, ovens, water-heaters. Sanit-France (dealers), 84 Rue Aulard; 16- Angouleme, Charente. WTD 7/67.

364 Electric lighting, wiring equipment

AUSTRALIA—Boating lights. I B & C M Gainey (manufacturer, retailer, agent, distributor, importer), 29 Jamieson Ave., Fairlight, N.S.W. WTD 6/67.

Electrical products including wire connectors, links, cable lugs, plugs, outlets, switches, micro switches. Vass Electrical Industries Pty, Ltd. (manufacturer, distributor, exporter), 69-71 Marrickville Rd., Marrickville, N.S.W. WTD 7/67.

366 Communication equipment

AUSTRALIA—Radio communication equipment. I B & C M Gainey (manufacturer, retailer, agent, distributor, importer), 29 Jamieson Ave., Fairlight, N.S.W. WTD 6/67.

PAKISTAN—Multicouplers; V.H.F., communication equipment, transmitters and receivers; air traffic control equipment; speech privacy equipment. V.H.F./DF; airborne radio and radar equipment. Requests catalogs, quotations, C. & F., Karachi. Akhtar Trading Corp. (importer), Nadir House, P.B. Box No. 4852, McLeod Rd., Karachi. WTD 5/12/66.

367 Electronic components, accessories

PAKISTAN—Transmitting and receiving electron tubes. Requests catalogs, quotations, C. & F., Karachi. Akhtar Trading Corp. (importer), Nadir House, P.B. No. 4852, McLeod Rd., Karachi. WTD 5/12/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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371 Motor vehicles, motor vehicle equipment

BELGIUM—Brake assemblies, automotive, hydraulic. Valentijn, Marcel (importer, wholesaler, agent), 124 Avenue O. Warland, Jette-Brussels. WTD 4/25/67.

THAILAND—Replacement parts and accessories for automobiles, trucks, buses. Exclusive agency sought. C.i.f. prices, catalogs requested. Bira Bus Ltd., Ptshp, (importer), 111-113 Suriwongse Rd., Bangkok. WTD 6/67.

373 Ship building, repairing

AUSTRALIA—Boats, both power and sail, wooden, steel, fiberglass, aluminium; marine accessories, winches, blocks, shackles, swivels, cleats. I B & C M Gainey (manufacturer, retailer, agent, distributor, importer), 29 Jamieson Ave., Fairlight, N.S.W. WTD 6/67.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Marine compasses. I B & C M Gainey (manufacturer, retailer, agent, distributor, importer), 29 Jamieson Ave., Fairlight, N.S.W. WTD 6/67.

504 Groceries

UGANDA—Canned goods, confectionery, groceries; general line. Bhagwanji & Co. (Uganda) Ltd. (importer, wholesaler), P.O. Box 1005, Kampala. WTD 6/67.

509 Wholesalers

UGANDA—Wines, spirits. Bhagwanji & Co. (Uganda) Ltd. (importer, wholesaler), P.O. Box 1005, Kampala. WTD 6/67.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

HONDURAS—An AID-guaranteed loan of $718,000 is making possible **the construction of a hospital by a corporation called "Hospital de Especialidades Suyapa, S.A."** The hospital building will have four floors and a basement. It will have 100 beds plus a charity ward, drugstore, etc. Construction is expected to be completed by May 1969. Fully equipped, its cost has been estimated to be $1,092,000. Most of the necessary equipment will be purchased in the U.S.A. The architects are Socrates Castillo and Richardo Poujol of Tegucigalpa. The hospital consultant is Jesse H. Bankston of Baton Rouge, Louisiana. The consulting engineers are Chesson, Forrest and Holland of Baton Rouge, Louisiana, and the financial advisors are Weeks T. Harrison and Associates of New Orleans and Tegucigalpa.

When completed the hospital is expected to be one of the most modern equipped hospitals in Central America. For post graduate studies and administrative advice, it counts on close cooperation with Tulane University of New Orleans.

SPAIN—The Spanish Government has recently announced its approval for the construction of **a pipeline to transport crude oil from the Ayoluengo (province of Burgos) oilfield to the port of Santurce (a suburb of the city of Bilbao) on the Cantabrian Sea.** The crude oil will then be transported by ship from Santurce to the Escombreras (Murcia province) refinery, next to the port of Cartagena, in the southeastern part of Spain, on the Mediterranean Sea, for refining.

The Ayoluengo oilfield is operated by C.A.M.P.S.A. (the Spanish firm which has a monopoly on the distribution of petroleum products in Continental Spain and the Balearic Islands), the California Oil Co. of Spain, and Texaco (Spain), Inc.

The Ayoluengo-Santurce pipeline will be approximately 100 km. long (one kilometer = 0.621 miles). It will be 10¾" in diameter, and will have the required protection lining. Approximately 17% of the pipeline will be in the open while the rest will be underground. The pipeline will cross at least three main rivers (the Ebro river, with a width of 62 meters (one meter = 3.28 feet); the Nela river, 12 meters wide; and the Trueba river, about 10 meters wide. Such crossings will be aerial. It should be taken into account that the region's topography is extremely rugged.

The oilfield is 1,020 meters above sea level, while Santurce is at sea level. There will be no pumping stations installed at this time, and oil will flow by gravity. Valves will be required every 10 km. The pipeline will be capable of transporting, at this time, 3,000 tons (one ton = 2,204.6 lbs.) of crude oil per day, although provisions should be made to transport 8,500 tons in the future, if necessary.

The Spanish Government, however, has not yet authorized C.A.M.P.S.A. and its U.S. associates to request bids for the construction of the pipeline, although it is expected such authorization will be granted within the next few months. Therefore, C.A.M.P.S.A. and its associates have not yet determined whether to call for the bids—on a conditional basis—prior to receiving the Government's authorization, or to wait for such authorization. At any rate, it is expected that bids will be called for prior to the end of 1967.

U.S. firms wishing to obtain more information on the subject should contact: Sr. Jefe del Departamento de Industria, Compania Arrendataria del Monopolio de Petroleos (CAMPSA), Paseo del Prado 6, Madrid (14). If possible, correspondence should be in Spanish.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

THAILAND—The Deputy Director of the Metropolitan Electricity Authority recently stated that around $3 million has been set aside for **the installation of street lighting**

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.
ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.
BALTIMORE, MD., 21202, 305 US. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.
CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.
CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.
CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.
CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.
DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.
DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.
DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.
DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.
GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.
HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.
HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel 588-977.
HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.
JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.
MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flaglos St. Area Code 305 Tel. 350-5267.
MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.
NEW YORK, N.Y., 1001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.
PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.
PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.
RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.
RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.
SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.
SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

systems in Bangkok and its sister city, Thornburi. According to the official this project will require about two years for completion.

The Metropolitan Electricity Authority is a wholly owned Government agency which administers the electricity utility requirements for Bangkok, Thonburi and nearby areas.

U.S. suppliers of street-lighting products may find it profitable to write directly as follows requesting details and presenting their business proposals: Mr. Phayung Karnchanavirote, Deputy Director, Metropolitan Electricity Authority, Chakrapetch Road, Bangkok, Thailand.

Leads for Importers

Commodities are offered direct unless specified

314 Footwear, except rubber

FRANCE—Footwear, for men and women, for sports, sea-shore, principally fancy sandals, canvas, with rope soles. Wholesale exportation, preferably through well-established sales agents. Aguer & Fils (Manufacture de Chaussures D.) (manufacturer, exporter), 38 Boulevard Gambetta; 64- Mauleon, Basses-Pyrenees. WTD 7/67.

335 Rolling, drawing, extruding of nonferrous metals

INDIA—Aluminum sheet, foil coil or corrugated. S. K. Sinha, Post-Bhalela, via Sikarilagan, H.P.O., Basirhal, Dist. 24, Pargonas, W. Bengal.

343 Heating apparatus, plumbing fixtures

FRANCE—Bathroom equipment of industrialized modern type for home use, designed for prompt and easy installation by plumbing contractors, a packaged bathroom three unit set including bidet and lavatory and large-size enameled steel tub. Illustrated descriptive leaflet in French available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Sanit-France (manufacturers, dealers), 84 Rue Aulard; 16- Angouleme, Charente. WTD 7/67.

353 Construction, mining, materials, handling machinery

SWEDEN—New type horizontal concrete mixer. G. & L. Beijer AB (exporter, importer, agent), Norra Vallgatan 70, Malmo C. WTD 10/27/66.

355 Special industry machinery

SWEDEN—Roofing tile machinery. G. & L. Beijer AB (exporter, importer, agent), Norra Vallgatan 70, Malmo C. WTD 10/27/66.

356 General industrial machinery

SWEDEN—Car wreck, other scrap presses. G. & L. Beijer AB (export, import, agent), Norra Vallgatan 70, Malmo C. WTD 10/27/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

FRANCE—Maurice and Jacques Vernet, Etablissements Jacques Vernet, 1 Rue Velouterie, 84 Avignon, **interested in contacting U.S. firms dealing in dental wax and paraffin used in the textile industry and a petroleum refinery wishing to export paraffin wax to France.** Aug. 7 via New York for three weeks. c/o French Embassy, 2535 Belmont Rd., N.W., Washington, D.C. 20008. Itinerary: New York, Cleveland, Philadelphia, Washington. WTD 4/12/67.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

GERMANY—Klaus Stutznaecker, Mammut Naehmaschinenfabrik E. Stutznaecker, 3 Max-Planck-Str., 502 Frechen-Marsdorf, **interested in licenses from U.S. manufacturers of precision machinery up to five tons.** Aug. 1 via New York for ten weeks. c/o Robert LaPine, 845 Gardner Road, Flossmoor, Ill. Itinerary: San Francisco, Los Angeles, Chicago, Detroit, Pittsburgh, Boston, New York. WTD 7/7/67.

GREECE—Vassilios A. Vassos, V. Vassos Construction Equipment S.A., P.O. Box 366, Athens, **interested in contacting U.S. manufacturers of belt conveyors, plant conveying machinery and equipment, building equipment, prefabricated buildings to negotiate agency or licensing agreements.** July 25 via New York for one month. c/o Chris Marcopoulos, Gen. Mgr., Olympic Airways, 647-649 5th Ave., New York, N.Y. 10022. Itinerary: New York, Washington, Chicago, St. Paul, San Francisco, St. Louis, Mo. WTD in preparation.

IVORY COAST—Fakhry Fakhry, Partner, Societe Africaine de Bonneterie, B.P. 4331, Abidjan, **interested in newest American manufacturing methods for men's and women's knitted underclothing and sportswear.** August via New York for one month. c/o Dept. of Commerce Field Offices en route. Itinerary: New York, Chicago. WTD under revision.

TRINIDAD—Lionel J. Seukeran, Seukeran & Co., High St., San Fernando, **interested in purchase of sundry items for general store including ladies' and men's ready-made garments.** July 10 via New York for three weeks. c/o George Washington Hotel. Lexington Ave. & 23rd St., New York, N.Y. 10010. Itinerary: New York, Philadelphia. WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916 Department of Commerce, Washington D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated June.

Boat and Ship Builders, Repairers and Chandlers—Italy, June 1967

Laundry and Dry Cleaning Industry—Thailand, July 1967

Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—Austria, July 1967

Oils (Animal, Fish, and Vegetable)—Importers Dealers, Producers, Refiners and Exporters—Mexico, July 1967

Petroleum Products—Importers, Dealers, Producers and Refiners—Republic of Panama, July 1967

Petroleum Products—Importers, Dealers, Producers and Refiners—Republic of South Africa, July 1967

Printers, Lithographers, Engravers and Publishers—Hong Kong, July 1967

New Books and Reports

***Central Banking Legislation Vol. II: Europe.* Selected and Annotated by Hans Aufricht for the International Monetary Fund, Washington, D.C. 921pp. $10.**

A sequel to Dr. Aufricht's earlier book published in 1961, this volume contains Central Bank, Monetary and Banking Laws for 17 countries of Europe. (The previous volume covered the United Kingdom and a number of countries of Asia and Latin America.)

Although the general features of the central banking regimes of the major European countries are well known, this book provides an up-to-date inventory in English of the legal and institutional framework within which European central banks operate.

Write: The Secretary, International Monetary Fund, 19th and H Sts. NW., Washington, D.C. 20025.

***Trade and Trade Policy for Development.* By Staffan B. Linder. Published by Frederick A. Praeger. New York. 1967. 179pp. $6**

This study attempts to provide a sound, consistent theory of trade for developing countries. The book covers import minimums, the foreign-exchange gap, the usefulness of customs unions and many other issues.

Write: Frederick A. Praeger, Publishers; 111 Fourth Ave.; New York, N.Y. 10003.

***Management Development and Education in the Soviet Union.* By Barry M. Richman. Published by Michigan State University, East Lansing, Mich. 1967. 308pp. $7.50.**

Based on information obtained firsthand from more than 100 Soviet managers, engineers, workers, educators, economists, political officials, and others interviewed by the author during visits to the USSR, as well as other Soviet and Western sources, this book is presented as another in MSU's International Business Studies series of the Graduate School of Business Administration's Bureau of Business and Economic Research.

The study makes comparisons between the United States and the USSR of the functions industrial managers perform, the manner in which they perform them, and the po!itico-economic-social-educational environment within which the managers must operate.

The author is chairman of the Divisions of Management Theory and Industrial Relations of the University of California, Los Angeles.

Write: Graduate School of Business Administration, Michigan State University, East Lansing, Mich. 48823.

***Cotton 1967.* 34th international edition. Published by Galen B. Smith. New York. 200pp. $6.**

A global picture of the cotton industry is presented in this book. Every major cotton producing and consuming country is covered. Articles by various authors on important aspects of the cotton industry in each country are included.

Statistics cover production, imports, exports and consumption of cotton.

Write: Galen B. Smith, 355 Lexington Ave., New York, N.Y. 10017.

Books available on living, working in Japan

Two new publications of the American Chamber of Commerce in Japan will be helpful to American businessmen planning to locate in Japan.

Living in Japan is the third, updated edition of this handbook containing information on immigration and customs regulations, living accommodations, shopping, medical and legal services, and lists of churches, schools, banks, hospitals, attorneys and holidays. 211pp. Free to Chamber members, $5 for nonmembers.

High Adventure in Joint Ventures is a compilation of articles written for the Chamber's monthly magazine *The Journal*. They provide a "voice of experience" account of the problems encountered by well-meaning American and Japanese businessmen in setting up joint venture enterprises. 44pp. $3; airmail, $5.

Both books can be ordered from: American Chamber of Commerce in Japan; 701 Tosho Bldg., 14, 3-chome; Marunouchi, Chiyoda-ku; Tokyo, Japan.

***Indian Company Law.* Published by the Indian Investment Centre, New Delhi. 1967. 164pp. $1.35.**

This guide to the main provisions and features of the Indian Companies Act updates and enlarges a 1964 study by the Indian Investment Center.

A new chapter on Formation and Working of a Joint Venture Company has been added. The book should be of particular interest to foreign investors seeking a simple outline of the law affecting companies in India.

Write: Indian Investment Center, 708 Third Ave., New York, N.Y. 10017.

***Kennedy Round.* Published by John F. Budd. New York. 1967. 150pp. Free to subscribers of the Customhouse Guide.**

A digest-size publication of the U.S. Customs Tariff reductions on 6,000 commodities determined at the recently-concluded Kennedy Round is now available. This book lists for each item: the tariff item number, a description of the Commodity, present rate of duty and the final reduced rate of duty. All are in accordance with official Government text announced by President Lyndon B. Johnson on July 1.

Write: Budd Publications, Inc., 26 Beaver St., New York, N.Y. 10004.

***Philippine Directory of Manufacturers, Producers, Commercial Banks and Insurance Companies.* Published by the Economic Development Foundation, Inc. New York. 1967. 167pp. $9.**

The first volume of the *Philippine Directory*, this lists manufacturers and producers in eight Philippine industries, banks and insurance companies.

Industry groups included in this volume are: cement, ceramics, chemicals, mining, petroleum, plywood and veneer, paper and paper products, and sugar.

The directory also contains information on trade associations, and statistical tables of Philippine importation, exportation and production of selected commodities, as well as raw material requirements of selected processes.

Write: ICAP Corp., 375 Park Ave., New York, N.Y. 10022.

***Pan American Highway Guide.* By Ernst A. Jahn. Published by the author. 1966. $5.20 postpaid.**

The author's seven month trip along the Pan American Highway through nineteen countries of Central and South America provided the material for this guide.

The book compiles information about vaccination requirements, currency exchange rates, airline, bus and train services, shipping services for automobiles and passengers, climatic conditions, electric current and measuring systems, legal holidays, banking and business hours, time differences, insurance, driving time between cities, gasoline and toll road prices, and location of national tourist offices in Latin America and Latin American information offices in the United States. Also included is an 18-page mileage table and a 50-page mile-by-mile profile chart of altitudes along the Pan American Highway.

Write: Ernst A. Jahn, Derry Galley Road RD #2, Boonton, N.J. 07005.

***Atlantic Economic Cooperation: The Case of the OECD.* By Henry G. Aubrey. Published by Frederick A. Praeger. New York. 1967. 214pp. $6.**

The author surveys international cooperation through the framework of a specific organization, the Organization for Economic Cooperation and Development.

He examines the broadening scope of the OECD as an aid to developing countries. He discusses trade issues and policies toward growth, internal stability and monetary equilibrium, and evaluates the usefulness of the OECD as an instrument of policy making.

Write: Frederick S. Praeger, Publishers; 111 Fourth Ave.; New York, N.Y. 10003.

***Technical Assistance—Theory and Guidelines.* By Sidney C. Sufrin. Published by the Syracuse University Press. New York. 1967. 111pp. $5.**

Professor Sufrin points out the need for a theoretical framework with which to evaluate technical assistance programs to developing nations. He discusses the economic and cultural barriers between host and donor countries, and analyzes a number of specific programs and the suggested reasons for their success or failure.

The author concludes by presenting guidelines to make the U.S. technical assistance programs more effective.

For more information, **write:** Syracuse University Press, Box 8, University Station, Syracuse, N.Y. 13210.

***Commercial Atlas and Marketing Guide.* 98th edition. Rand McNally & Co. Chicago. 1967. 524pp. $55 on a one-year lease basis.**

Brought up to date annually, this atlas contains detailed information on the business and commercial world. The section on the United States includes miscellaneous maps, accompanying statistical tables giving overall data on transportation, population, industrial and agricultural activity, and individual state maps.

Population data and individual province maps make up the Canadian section.

The foreign section contains maps covering the entire world, together with indexes showing the location and latest population of each city and town, and location of physical features.

A road atlas covering the United States, Canada and Mexico is a separate supplement.

Write: Rand McNally & Co., Dept. CM 20, P.O. Box 7600, Chicago, Ill. 60680.

***Purchasing Power and Regional Maps of Germany 1967 (Kaufkraft- und Kreiskarte der Bundesrepublik 1967).* Prepared by the Gesellschaft fuer Konsum-, Markt- und Absatzforschung e.V., Nuernberg. Published by Verlag Moderne Industrie, Munich. $6.20 plus postage.**

This revised collection of two maps of the German Federal Republic (each 11″ x 16″) with accompanying brochure is useful for businessmen selling in Germany. The maps are conveniently contained in a pocket-size plastic folder.

One map, in black and white, shows all administrative regions and districts of the country, and contains space for indicating sales, number of customers or other information about each district.

The second map, printed in 12 colors, has an entirely new feature this year: average per capita purchasing power of each district is indicated, with different colors assigned to 12 ranges of per capita purchasing power. This new feature, developed in response to suggestions from users of previous editions of these maps, enables firms to compare at a glance areas of high, average or below-average per capita purchasing power. This should be useful in establishing sales districts and in concentrating sales efforts.

The maps may be obtained from Verlag Moderne Industrie, Aachener Strasse 9, 8 Muenchen 23, Germany.

Both maps are available also in wall map editions, 30″ x 40″. The cost of the per capita purchasing power wall map is $4.95 plus postage; the regional wall map sells for $1.50 plus postage. **A. White.**

***Foreign Ownership of Canadian Industry.* By A. E. Safarian. Published by McGraw-Hill Co. of Canada. Ontario. 1966. 346pp. $8.95.**

Mr. Safarian analyzes the performance of foreign-owned firms in most of the commodity-producing sectors of Canadian industry.

Among the subjects he treats in depth are: the degree of decentralization of decision-making between parent and subsidiary companies, the exports and imports of subsidiary companies, and performance and exchange of research in the Canadian firms, and financial policies and practices of the subsidiaries.

Write: McGraw-Hill Co. of Canada, Ltd., 330 Progress Ave., Scarborough, Ontario, Canada.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Market Profiles—The Latin American Area. OBR 67-32. This report comprises summaries of the following countries: Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Jamaica, Mexico, Nicaragua, Panama, Paraguay, Peru, Trinidad and Tobago, Uruguay and Venezuela. Information listed under each country includes foreign trade, foreign investment, finance, economy, basic economic facilities, natural resources and population figures.

Market Profiles for the Near East and South Asia. OBR 67-33. The countries included in this report, which was completed before the recent Middle Eastern War: are Afghanistan, Burma, Ceylon, Cyprus, India, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Nepal, Pakistan, Saudi Arabia, Syrian Arab Republic, Turkey and the United Arab Republic. Information in the same categories listed above is printed for each country.

Write: Any Dept. of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—301-893/3

Calendar *for international traders*

CHARLOTTE AMALIE, V.I.—Aug. 11—Regional Export Expansion Council of Puerto Rico-Virgin Islands, Bluebeard's Castle. Sponsor: Regional Export Expansion Council.

CHICAGO—Aug. 16—Midwest Credit Management Association, LaSalle Hotel. Sponsor: Chicago Midwest Credit Management Association.

CHICAGO—Sept. 6—Association of Commerce & Industry Meeting, Palmer House. Sponsor: Chicago Association of Commerce & Industry.

CHICAGO—Sept. 8—Businessmen's Consultation, **Max Hodge, Commercial Attache, Athens.** Sponsor: Commerce Field Office.

CHICAGO—Sept. 12—Automotive Exporter's Club, Builders Bldg. Sponsor: Automotive Exporter's Club.

DALLAS—Aug. 7—In-Office Workshop, 2 p.m., Field Office. Sponsors: REEC; Commerce Field Office.

DALLAS—Aug. 21—In-Office Workshop, 2 p.m., Field Office. Sponsors: REEC; Commerce Field Office.

DETROIT—Aug. 14-15—Businessmen's Consultation, **Monroe E. Aderhold, Commercial Officer, Calcutta.** Sponsor: Commerce Field Office.

DETROIT—Aug. 22—Businessmen's Consultation, **Thomas Turqman, Commercial Officer, Stockholm to/ Tripoli.** Sponsor: Commerce Field Office.

HONOLULU—Aug. 22—Businessmen's Consultation, **Monroe E. Aderhold, Commercial Officer, Calcutta.** Sponsor: Commerce Field Office.

JONESBORO, Ark.—Aug. 22—Economic Education Workshop, Arkansas State University. Sponsor: Arkansas State University.

KANSAS CITY, Mo.—Aug. 10—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY, Mo.—Aug. 24—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY, Mo.—Sept. 12—Meeting for Exporters, 6 p.m., Muehlebach Hotel. Sponsors: International Trade Club; REEC; Commerce Field Office.

KANSAS CITY, Mo.—Sept. 14—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

LOS ANGELES—Aug. 14—Businessmen's Consultation, **Ronald A. Webb, Economic-Commercial Officer, Madrid.** Sponsor: Commerce Field Office.

LOS ANGELES—Aug. 18—Businessmen's Consultation, **Monroe E. Aderhold, Commercial Officer, Calcutta.** Sponsor: Commerce Field Office.

LOS ANGELES—Aug. 25—Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Commerce Field Office.

MEMPHIS—Aug. 16—Export Workshop on Kennedy Round Concessions. Sponsors: Mid-South Exporters' Roundtable; Commerce Field Office.

NEW YORK—Aug. 8-9—Businessmen's Consultation, **Thomas Turqman, Commercial Officer, Stockholm to/ Tripoli.** Sponsor: Commerce Field Office.

NEW YORK—Aug. 22-23—Businessmen's Consultation, **Stephen Duncan-Peters, Commercial Attache, Stockholm.** Sponsor: Commerce Field Office.

OKLAHOMA CITY—Aug. 15—Workshop for Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

PORTLAND, Ore.—Aug. 8-9—Businessmen's Consultation, **Robert G. E. Meyer, Commercial Attache, Seoul.** Sponsor: Commerce Field Office.

PORTLAND, Ore.—Aug. 11—Businessmen's Consultation, **Ronald A. Webb, Economic-Commercial Officer, Madrid.** Sponsor: Commerce Field Office.

PORTLAND, Ore.—Aug. 15-16—Businessmen's Consultation, **John Gregory, Jr., Commercial Officer, Nagoya.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Aug. 9—General Export Seminar, 9:30 a.m., New Federal Bldg. Sponsor: Commerce Field Office.

SAN FRANCISCO—Aug. 16—Export Finance & Insurance Seminar, 9:30 a.m., New Federal Bldg. Sponsor: Commerce Field Office.

SEATTLE—Aug. 8—Businessmen's Consultation, **John Gregory, Jr., Commercial Officer, Nagoya.** Sponsor: Commerce Field Office.

SEATTLE—Aug. 10-11—Businessmen's Consultation, **Robert G. E. Meyer, Commercial Attache, Seoul.** Sponsor: Commerce Field Office.

SEATTLE—Aug. 17—Businessmen's Consultation, **Monroe E. Aderhold, Commercial Officer, Calcutta.** Sponsor: Commerce Field Office.

TULSA—Aug. 16—Workshop for Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

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OFFICIAL BUSINESS

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